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Salesforce Certified Industries CPQ Developer Sample Questions (Q34-Q39):

NEW QUESTION # 34

Context rules frameworks uses a single interface for all of its operations.

- A. False
- B. True

Answer: A

Explanation:

* B. False: The context rules framework in Salesforce Industries CPQ does not use a single interface for all of its operations. Instead, it utilizes multiple interfaces and tools within the Salesforce platform to manage various aspects of context rules, such as creation, application, and monitoring. This is designed to provide flexibility and specialized functionality tailored to different stages of the context rule lifecycle.

NEW QUESTION # 35

Which of the following are the key functions that you enable with a Guided Selling OmniScript process?

(Choose THREE)

Note: This question displayed answer options in random order when taking this Test.

- A. Submit the order and return to the account
- B. Allow users to select products from the shared product catalog and add them to the cart
- C. Allow users to review applicable promotions
- D. Use multiple OmniScripts to get products
- E. Instantiate the persistent cart

Answer: B,C,E

Explanation:

In a Guided Selling OmniScript process within Salesforce Industries CPQ, key functions that are enabled include:A. Instantiate the persistent cart: Essential for maintaining user selections and configurations as they navigate through various steps of the OmniScript.B. Allow users to select products from the shared product catalog and add them to the cart: This is a fundamental capability, enabling users to build out their orders from the available product options directly within the guided process.D. Allow users to review applicable promotions: Enhances the buying experience by allowing users to see and apply promotions that may influence their purchase decisions.

These features work together to create a seamless, interactive buying experience that guides users from product selection through to order completion, leveraging promotions and maintaining a consistent state throughout the process.

References:

- * Salesforce Industries CPQ Developer Documentation on OmniScript.
- * Best Practices in Configuring Guided Selling in Salesforce Industries CPQ.

NEW QUESTION # 36

The time policy for a promotion indicates what?

Note: This question displayed answer options in random order when taking this Test.

- A. When promotional pricing applies to the customer account
- B. Whether the customer can terminate the contract early
- C. Which customers are eligible for the promotion
- D. When the promotion starts

Answer: A

Explanation:

The time policy for a promotion specifies when promotional pricing applies to the customer account. This determines the periods during which the terms of the promotion are effective, impacting the cost of products or services for the customer if purchased within that specific time frame.

* When promotional pricing applies to the customer account (A): The time policy helps manage the availability and applicability of promotional pricing, ensuring that promotions are only active during their intended timeframe, which is crucial for accurate billing and promotional management.

NEW QUESTION # 37

You want to have more than one promotion to apply to the same bundle of products. What do you need?

- A. Each promotion must apply to the same pricing element
- B. Each promotion must apply to the same base price
- C. Each promotion must apply to The same bundle

Answer: C

Explanation:

* A. Each promotion must apply to the same bundle: If you want multiple promotions to apply to the same bundle of products, each promotion must be configured to target that specific bundle. This allows the system to correctly identify and apply each promotion to the bundle as intended, ensuring that all applicable promotional discounts or benefits are properly accumulated or layered.

NEW QUESTION # 38

In VlocityRules, which of the following returns a Boolean true/false value?

Note: This question displayed answer options in random order when taking this Test.

- A. DefaultProductEligibilityImplementation
- B. Qualification entity filter
- C. Evaluation entity filter
- D. DefaultProductValidationImplementation

Answer: B

Explanation:

In Vlocity Rules, a Qualification entity filter returns a Boolean true/false value. This type of filter is used to determine whether specific criteria are met for a product or a transaction, making it integral to defining eligibility or conditions within business rules.

* Qualification entity filter (B): This filter evaluates specific conditions related to a product or a customer scenario and returns a true or false value based on whether the conditions are met, aiding in decision-making processes such as product eligibility or special condition assessments.

NEW QUESTION # 39

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