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Salesforce Certified Industries CPQ Developer Sample Questions (Q228-Q233):

NEW QUESTION # 228

Product cardinality can be used to configure which two use case?
Choose 2 answers

- A. Product is discounted based on the quantity
- B. An optional product in a product: bundle
- C. Product has a default quantity of 2
- D. Product is not available to customers in France

Answer: B,C

Explanation:
Product cardinality settings in Salesforce Industries CPQ can manage the following use cases: A. Product has a default quantity of 2: Cardinality can be set to specify a default number of products (default cardinality) when added to a cart or bundle, guiding the initial quantity set during the configuration. B. An optional product in a product bundle: Minimum cardinality can be set to 0, allowing a product to be optional within a bundle. This means the product does not have to be selected but can be added by the customer if desired.

NEW QUESTION # 229
The developerprepares to text the rule by running by running the appropriate API cache jb, but ...
Which two properties are causing the job to fail?
Choose 2 answers

- A. Code
- B. Data Type
- C. Default Value
- D. Values for caching

Answer: A,B,D

Explanation:
To decide when to use a promotion instead of an offer to market products, consider these factors: A. Product is available to a limited set of customers: Promotions are ideal for targeting specific customer segments or demographics, allowing for more controlled and strategic marketing. C. Product is available for a limited time: Promotions are effective for creating urgency and driving sales within a specific timeframe, making them suitable for products available temporarily. D. Product needs to be sold quickly: Promotions can accelerate product uptake by offering timely incentives, which is crucial for moving inventory rapidly. These criteria align with the strategic use of promotions to drive specific sales objectives, particularly when products require targeted marketing approaches or need to clear quickly due to time constraints.
References:
* Salesforce CPQ Promotions and Offers Documentation.
* Marketing and Sales Strategies in Salesforce Industries CPQ.

NEW QUESTION # 230
In Guided Selling, in order to ensure that your script will be portable from your dev org to your production org, you should specify the price list by:
Note: This question displayed answer options in random order when taking this Test.

- A. Create a key/value pair with SObject being the key and %pricelistId% being the value.
- B. Include the price list Id in the vlcCart settings.
- C. Include a key/value pair in the remote action containing the remote method createCart.
- D. Using a DataRaptor to retrieve the price list Id.

Answer: B

Explanation:
In Guided Selling, to ensure portability of scripts from a development org to a production org, specifying the price list in the vlcCart settings is a recommended practice. By including the price list ID directly within these settings, the script remains independent of hard-coded identifiers, which might change between different Salesforce environments. This approach ensures that the cart can dynamically reference the correct price list ID, regardless of the deployment environment, thus maintaining consistency and reducing errors during migrations.

NEW QUESTION # 231

When a child product's price has been adjusted and the display text is unclear:
Note: This question displayed answer options in random order when taking this Test.

- A. The product does not appear in the cart
- B. The agent will have difficulty understanding the base price
- C. The product name will be incorrect
- D. The price adjustment may not be understood

Answer: D

Explanation:
When a child product's price has been adjusted and the display text is unclear in Salesforce Industries CPQ, the most likely
consequence is: B. The price adjustment may not be understood: If the display text does not clearly communicate the nature of the
price adjustment, it can lead to confusion about why the price differs from expectations or base pricing. This can affect the
transparency and trust in the pricing process.
Ensuring clear and understandable display text for pricing adjustments is essential to maintain clarity and confidence in the sales
process.
References:
* Salesforce Industries CPQ Best Practices for UI.
* Documentation on product pricing and adjustments in Salesforce Industries CPQ.

NEW QUESTION # 232

If you want to limit the duration of a discount on a child product's price, what would you use?

- A. The time plan on the entire promotion
- B. The override of the child product's cardinality
- C. The time policy of the promotion
- D. The time plan on the child product's discount

Answer: D

Explanation:
To limit the duration of a discount on a child product's price within Salesforce Industries CPQ, you would use
"The time plan on the child product's discount." This approach allows you to set specific start and end dates for the discount, directly
linked to the child product. It provides a targeted and efficient way to manage promotional pricing on a per-product basis, ensuring
that discounts are applied within the intended timeframe without affecting other products or overarching promotions.

NEW QUESTION # 233

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