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Salesforce Certified Industries CPQ Developer Sample Questions (Q207-Q212):

NEW QUESTION # 207

Which of these entities can you manage using the Product Console?

- **A. All of the Above**
- B. Products
- C. Product Attributes
- D. Picklists
- E. Object Types

Answer: A

Explanation:

* E. All of the Above: The Product Console in Salesforce Industries CPQ allows for the management of various entities, including Picklists, Product Attributes, Object Types, and Products. This comprehensive tool is designed to centralize product management tasks, making it easier to update and maintain product-related information.

NEW QUESTION # 208

A product manager wants to create a product bundle that can only be ordered between January 5th and January 31st.

How should the developer configure the product bundle to meet this requirement?

- A. Enable the Active property on January 5 and disable the Active property on January 31
- **B. Set the Selling Start Date to January 5 and the Selling End Date to January 31**
- C. Set the Fulfillment Start Date to January 5 and the End of Life Date to January 31
- D. Set the Fulfillment Start Date to January 4, Selling Start Date to January 5, and the End at life Date February 1

Answer: B

Explanation:

To limit the ordering of a product bundle to the specific dates between January 5th and January 31st, the following configuration is most appropriate: C. Set the Selling Start Date to January 5 and the Selling End Date to January 31: This configuration directly restricts the availability of the product for purchase to between these specific dates, aligning precisely with the product manager's requirements.

NEW QUESTION # 209

What are ways to retrieve filtered products from the product catalog for Guided Selling? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- **A. Use DataRaptors to filter products by object type**
- B. Use the Salesforce price book to filter products by object type
- **C. Use query to search for specific text in the product name**
- D. Use account type to determine the products that display

Answer: A,C

Explanation:

To retrieve filtered products from the product catalog in Guided Selling, two effective methods are:

* Using a query to search for specific text in the product name. This method allows for dynamic searching based on user input or pre-defined criteria, making it versatile for a wide range of scenarios.

* Using DataRaptors to filter products by object type. DataRaptors are specialized tools in Salesforce Industries that manage data transformations and can be configured to filter and retrieve data based on specific attributes like object type.

These methods ensure that users can find products that meet specific requirements or preferences, enhancing the effectiveness of guided selling.

NEW QUESTION # 210

In Vlocity Cart, what does the submit order button do?

- **A. Invokes an OmniScript to complete the order process and collect billing information**

- B. Invokes the CPQ API to create assets, set the order status to activated, and navigate the user to the account
- C. Invokes an OmniScript, which calls an integration procedure to create assets, set the order status to activated and then navigate the user to account page
- D. Invokes a flow to create assets, set the order status to activated, and navigate the user to the account

Answer: C

Explanation:

In Vlocity Cart, the action taken by the Submit Order button typically involves a complex process: D. Invokes an OmniScript, which calls an integration procedure to create assets, set the order status to activated and then navigate the user to account page. This process involves using OmniScript to orchestrate various backend operations including asset creation, order finalization, and navigation, efficiently integrating these steps into a seamless workflow for completing the order process.

NEW QUESTION # 211

The take-me-there feature in the Cart:

- A. Shows you where more details are needed to complete the order
- B. Provides optional guidance on item configuration
- C. Directs you to the customer account page
- D. Takes you to the product configuration in the master product catalog

Answer: A

Explanation:

* D. Shows you where more details are needed to complete the order: The "take-me-there" feature in the Cart is designed to assist users by navigating them directly to areas within the order or configuration that require additional information or correction. This helps streamline the configuration process and ensures that all necessary details are provided before submission.

NEW QUESTION # 212

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