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Standard Deviation Formula (Sample)

$$S = \sqrt{\frac{\sum_{i=1}^{n}(x_i - \bar{x})^2}{n-1}}$$

Where

x_i a value of 'i'th each data point

$\bar{x}$ is the mean value of data set (Sample Average)

n is the numer of data points in data

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Salesforce Certified Industries CPQ Developer Sample Questions (Q27-Q32):

NEW QUESTION # 27
True or false: Cart-based guided selling experiences use Angular JS templates.

- A. False
- B. True

Answer: A

Explanation:
Cart-based guided selling experiences in Salesforce Industries CPQ do not use Angular JS templates. Instead, these interfaces are typically built using proprietary Salesforce technologies and frameworks that are integrated into the Salesforce platform. The use of Salesforce-specific technologies ensures compatibility and optimal performance within the Salesforce ecosystem, rather than relying on external or less integrated solutions like Angular JS.

NEW QUESTION # 28
Choose the correct definition for "asset".

- A. An irreplaceable item of high value
- B. A product or service the customer has already purchased
- C. Any commercial or technical item required for a customer purchase

Answer: B

Explanation:
* B. A product or service the customer has already purchased: In the context of Salesforce Industries, an "asset" typically refers to a product or service that a customer has already purchased and is part of their account. Assets are important for managing post-sales services, upgrades, and renewals.

NEW QUESTION # 29
Context Dimension Domain Types include:

- A. All of the above
- B. Picklist
- C. Object Lookup
- D. Type In

Answer: A

Explanation:
* D. All of the above: Context Dimension Domain Types in Salesforce Industries CPQ include a variety of formats such as Picklist, Object Lookup, and Type In. These types provide different ways of defining and accessing data for context dimensions, offering flexibility in how rules are configured and how they interact with data within Salesforce.

NEW QUESTION # 30
Carole White is a customer of the Family Simple Choice Plan, and she decides she would like to add the Smart Cloud Security product. When the agent changes the current asset to anorder to add the new product, what will the line item action status be for the Family Simple Choice Plan in the order?
Note: This question displayed answer options in random order when taking this Test.

- A. Change
- B. Configured
- C. Existing
- D. Add

Answer: A

Explanation:
When an existing customer like Carole White decides to add a new product to her current subscription, such as the Smart Cloud Security product, the action status of the existing subscription (Family Simple Choice Plan) in the Salesforce Industries CPQ context typically updates depending on the nature of the change:
* B. Change - Since Carole is adding a product to her existing plan, the line item action status for the Family Simple Choice Plan will be marked as "Change." This status indicates that the existing asset is being modified rather than being newly added or merely existing without modifications.

NEW QUESTION # 31
When viewed in the Price Details window, which of these can be used to detect the adjustments that have been applied to a line item in the cart? (Choose TWO) Note: This question displayedanswer options in random order when taking this Test.

- A. The display text of the product description
- B. The display text of theprice list
- C. The display text of the base price
- D. The display text of the pricing adjustment
- E. The display text of the pricing override

Answer: D,E

Explanation:
In Salesforce Industries CPQ, when viewing adjustments in the Price Details window of a cart line item, the elements that indicate

the applied adjustments include: B. The display text of the pricing adjustment: This text shows any changes made to the line item's price due to discounts, promotions, or other pricing rules. C.

The display text of the pricing override: This shows when the price has been manually overridden, different from the system-calculated price based on the standard pricing structure.

These display texts provide clear, direct evidence of any modifications to the pricing structure at the line item level, aiding users in understanding how the final prices were determined.

References:
* Salesforce Industries CPQ User Guide.
* Documentation on managing pricing adjustments in Salesforce Industries CPQ.

NEW QUESTION # 32

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