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Salesforce Certified Administrator Sample Questions (Q223-Q228):

NEW QUESTION # 223
Universal Contractors has purchased additional accounts for their new sales representative that will start in 30 days. The new accounts for the new representatives will not be active until they start. The new users should be set up ahead of time to assign records, list views, and other Salesforce settings needed on the day they start. Which method should a System administrator use to set up the new users without sending a notification?

- A. Create the new users, and then set the start date for 30 days ahead.
- B. Create the new users and include Generate New Password, and notify the user settings.
- C. Create the new users, and then freeze the users.
- D. Create the new users, and then assign a permission set with a start date for 30 days ahead.

Answer: D

NEW QUESTION # 224
Orca Major Solar has an Opportunity to make sales of solar energy products. The company has two separate sales teams that focus on different energy markets. The sales team can also want to use Opportunity to track installation. All three teams will need to use different field and stages. How should the administrator handle this?

- A. Create one sales process. Create three record types and three page layouts.
- B. Create three sales processes. Create three record types and three page layouts.
- C. Create one sales process. Create one record type and three page layouts.
- D. Create three sales processes. Create three record types and one page layout.

Answer: A

NEW QUESTION # 225
How many roles can you create for your org?

- A. 5
- B. 10

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Salesforce Certified Industries CPQ Developer Sample Questions (Q191-Q196):

NEW QUESTION # 191

Which are the primary user interface components that make up Vlocity Cart?

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

- A. Cart Header, Product Catalog, Cart Line Items, Total Bar
- B. Cart Header, Product List, Cart Line Items, Total Bar
- C. Product List, Cart Line Items, Total Bar, Configuration Modal Bar
- D. Cart Header, Product List, Cart Line Items, Pricing Window

Answer: B

Explanation:

The primary user interface components that make up the Vlocity Cart are:

- * Cart Header, Product List, Cart Line Items, Total Bar (A): These components represent the main areas of interaction within the Vlocity Cart.
- * Cart Header: Shows the overall information about the cart like customer details or context.
- * Product List: Lists all the products available for selection.
- * Cart Line Items: Displays the products that have been added to the cart along with their configurations.
- * Total Bar: Provides a summary of the total costs, including any discounts or adjustments.

NEW QUESTION # 192

In Vlocity Context Rules, where do you specify the initialization policy?

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

- A. Context scope
- B. Context dimension
- C. Rule condition
- D. Context mapping

Answer: D

Explanation:

In Vlocity Context Rules, the initialization policy is specified in the "Context mapping" section. Context mapping defines how different data fields are used to initialize and apply context rules within the system. This setup helps in determining how rules are triggered based on specific conditions or scenarios, which is crucial for applying business logic in promotions, pricing adjustments, and other configurable elements within Salesforce Industries CPQ.

NEW QUESTION # 193

What does the affectivity date for a product's price list entry control?

- A. Whether the product displays in the Products list of the cart
- B. Whether a pricing element is used or not
- C. Whether an adjustment or an override can be used to discount the product
- D. Whether a pricing element can be paired with a pricing variable

Answer: A

Explanation:

The affectivity date for a product's price list entry in Salesforce Industries CPQ controls whether the product displays in the Products list of the cart. This date defines the period during which a specific price list entry is valid. If the current date falls within the affectivity date range, the product and its associated pricing are considered active and will display in the cart's product list. This helps manage the availability of products for sale based on temporal pricing strategies or promotional periods.

NEW QUESTION # 194

The discount of a child product's price in a promotion can expire before the promotion ends.

- A. False
- B. True

Answer: B

Explanation:

It is true that the discount of a child product's price in a promotion can expire before the promotion ends. This scenario can occur if the discount terms are set with a specific expiration date that is earlier than the overall promotion end date. Such configurations allow for dynamic pricing strategies where discounts may be offered on a limited basis while the broader promotion may continue with different incentives or pricing structures.

NEW QUESTION # 195

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

Answer: B,D

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 # 196

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