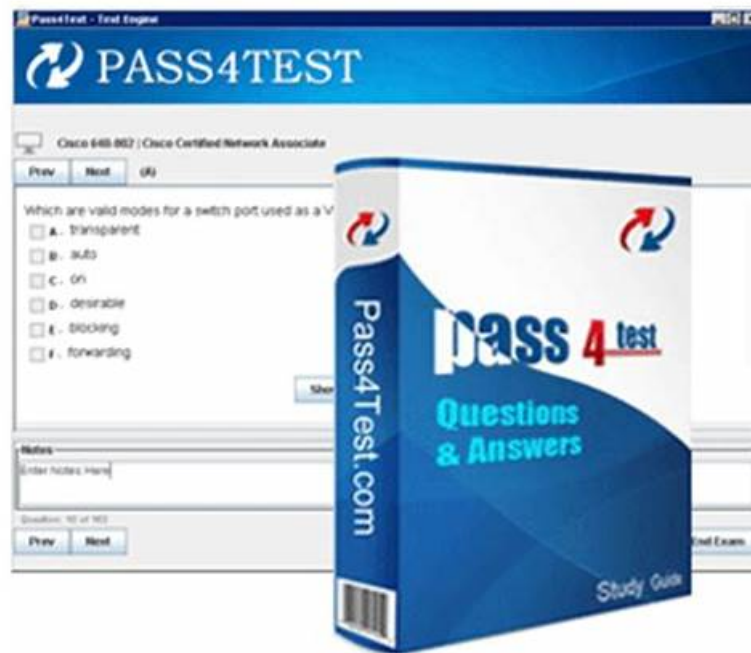# Valid Ind-Dev-201 New Study Materials by Pass4Test

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Salesforce Certified Industries CPQ Developer Sample Questions (Q37-Q42):

NEW QUESTION # 37
You want to have a subscription stan on the purchase date and end at the end of the cycle. Which of these do you need to create?

- A. Pricing variable
- B. Time policy
- C. Pricing element
- D. Time plan

Answer: D

Explanation:

To set a subscription that starts on the purchase date and ends at the end of the cycle in Salesforce Industries CPQ, you need to create a "Time Plan." A Time Plan defines the duration and timing of services or subscriptions, effectively managing how these services are billed or activated over a specific period. This tool allows for precise control over the subscription period, ensuring that it aligns with the purchase and cycle end dates as required.

NEW QUESTION # 38

Which of these uses a calculation of the base price?

- A. Price list
- B. Pricing element override
- C. Pricing element adjustment

Answer: C

Explanation:
* A. Pricing element adjustment: A pricing element adjustment often involves calculations that directly utilize the base price of a product. These adjustments modify the base price to finalize the selling price based on various factors such as customer segment, purchase volume, or promotional offers.

NEW QUESTION # 39

Which TWO statuses are seen by default from the Orders tab?

- A. PONR Status
- B. Salesforce Status
- C. Salesforce Industries Order Status
- D. State of tasks within an Orchestration Plan
- E. State of the Orchestration Plan itself

Answer: C,E

Explanation:
From the Orders tab in Salesforce Industries CPQ and OM, the two statuses that are typically seen by default are the state of the Orchestration Plan itself and the Salesforce Industries Order Status. The Orchestration Plan status provides insights into where an order is in the overall process flow, which is crucial for managing complex order processes. The Salesforce Industries Order Status gives a clear indication of the current standing of the order within the Salesforce ecosystem, helping stakeholders understand the order's progress and any required actions.

NEW QUESTION # 40

Industries CPQ and Industries OM support canceling the entire order, or part of an order.

- A. True
- B. False

Answer: A

Explanation:
Salesforce Industries CPQ (Configure, Price, Quote) and Industries OM (Order Management) support both full and partial cancellation of orders. This functionality is crucial for businesses that need to manage complex customer orders where changes or cancellations may be required either for the entire order or for specific parts of an order. This flexibility is integrated into the system to accommodate various customer scenarios and order management workflows.

NEW QUESTION # 41

Entity Filters are tied to a single Advanced Rule.

- A. False
- B. True

Answer: A

Explanation:
Entity Filters in Salesforce Industries CPQ (formerly Vlocity CPQ) are not exclusively tied to a single Advanced Rule. Instead, they can be associated with multiple rules, depending on the complexity and needs of the configuration. This flexibility allows Entity Filters to be reused across different rules, enhancing efficiency and reducing redundancy in rule setup.
* False (B): Entity Filters are designed to be modular and reusable, allowing them to be applied across various scenarios and rules within the Salesforce Industries CPQ environment.

NEW QUESTION # 42

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