

# Valid Ind-Dev-201 Exam Objectives - Valid Ind-Dev-201 Exam Review



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## Salesforce Certified Industries CPQ Developer Sample Questions (Q135-Q140):

### NEW QUESTION # 135

When assigning a context rule, what context rule component is actually assigned?

- A. Context rule
- B. Context mapping

- C. Context rule set
- D. Context dimension

**Answer: C**

Explanation:

When assigning a context rule in Salesforce Industries CPQ, the component that is actually assigned is the Context rule set. This is because:

- \* Context rule sets contain one or more context rules which define specific business logic or conditions.
- \* When applying context rules to scenarios in the CPQ process, you assign a context rule set that encapsulates the required rules. This allows for better organization and reusability of rules across different products or situations.

### NEW QUESTION # 136

Which two actions should the developer take to troubleshoot this issue?

Choose 2 answers

- A. Run Product Hierarchy Maintenance
- B. Run Refresh Platform Cache
- C. Run Load API Metadata
- D. Run EPCProductAttribJSONBatchJob

**Answer: B,C**

Explanation:

When a developer prepares to test the rule by running the API cache job and it fails, the likely properties causing the issue are: A. Code: Incorrect or problematic code can lead to failures in the API cache job, as it might not be able to interpret or execute the commands correctly. D. Values for caching: If the values specified for caching are incorrect or not properly defined, it can cause the cache job to fail due to misconfiguration or data errors.

Ensuring that the code is correct and the caching values are appropriately set is crucial for the successful execution of API cache jobs in Salesforce Industries CPQ.

References:

- \* Salesforce CPQ API Developer Guide.
- \* Troubleshooting Common Issues in Salesforce CPQ.

### NEW QUESTION # 137

To change the time plan or time policy of a child product in a promotion, you change it in:

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

- A. The price list
- B. The charge adjustment or override
- C. The pricing element
- D. The rule associated with the promotion

**Answer: C**

Explanation:

To change the time plan or time policy of a child product in a promotion, it should be adjusted in the pricing element associated with that product. The pricing element is where various terms including durations and conditions related to pricing are configured.

Adjusting the time plan or policy here allows these terms to be specifically tailored to individual products within a promotion.

- \* The pricing element (D): This component of the pricing structure in Salesforce Industries CPQ is crucial for setting and managing temporal terms of pricing adjustments or conditions.

### NEW QUESTION # 138

What is Vlocity Guided Selling used for? (Choose FOUR)

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

For customers and partners who can self-order

- A. To include helpful instructions for agents

- B. To provide a better customer experience
- C. To reduce average call handling time and agent training
- D. To train agents in selling processes before they use the regular Vlocity Cart
- E. To use functions not found with the Vlocity Cart for order capture
- F. To replace the regular Vlocity Cart for order capture

**Answer: A,B,C,D**

Explanation:

Vlocity Guided Selling is used for enhancing the sales process by guiding sales agents or customers through a streamlined, step-by-step sales journey. This tool is instrumental in reducing average call handling times and training requirements for agents (A), improving the overall customer experience by providing a more interactive and directed sales process (B), and including helpful instructions that aid agents during the sales process (F). Additionally, it's used in training environments to prepare agents before they use the regular Vlocity Cart, ensuring they are familiar with the sales processes and system functionalities (E).

References:

- \* Salesforce Industries CPQ documentation on Guided Selling.
- \* Training materials for Salesforce Industries CPQ Guided Selling features.

### NEW QUESTION # 139

How are Vlocity Picklists used in context rules during design-time?

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

- A. To specify product attribute values that will be evaluated during rule processing
- B. To specify defined values for context dimensions.
- C. To specify defined values for context mappings.
- D. To specify defined values for the end-user to select during order capture.

**Answer: C**

Explanation:

Vlocity Picklists are used in context rules to specify defined values for context mappings during design-time.

These picklists facilitate the setup of context rules by allowing designers to select predefined values from a list, which are then used to configure how rules should apply in specific scenarios. This approach simplifies the configuration process, ensures consistency in rule application, and reduces errors by limiting the values to those predefined in the picklist, thereby making the rules easier to manage and more predictable in behavior.

### NEW QUESTION # 140

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