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Salesforce Certified Industries CPQ Developer Sample Questions (Q276-Q281):

NEW QUESTION # 276
When creating a pricing adjustment, what should a developer do to make sure that the user can understand why the price has been adjusted?

- A. Include display text for the pricing adjustment
- B. Include a configuration message for the pricing adjustment
- C. Include help text for thepricing adjustment
- D. Use a dear name for the pacing adjustment

Answer: A

Explanation:
When creating a pricing adjustment in Salesforce Industries CPQ, to ensure users understand why the price has been adjusted, a developer should: D. Include display text for the pricing adjustment: This ensures that whenever a pricing adjustment is applied, there

is clear, descriptive text explaining the reason for the adjustment. This text is displayed to the user, providing transparency and clarity about the changes to the pricing.

Providing clear display text helps prevent confusion and improves customer satisfaction by making pricing dynamics transparent and understandable.

References:

* Salesforce CPQ User Experience Best Practices.
* Salesforce CPQ Developer Documentation on Pricing Adjustments.

NEW QUESTION # 277

Deleting an item in Vlocity Cart triggers the applicable CPQ rules and pricing engines to run.

- A. False
- B. True

Answer: B

Explanation:

In the Salesforce Industries CPQ framework, interactions with the cart, including adding or deleting items, trigger evaluations of applicable rules and pricing recalculations:

* A. True - Deleting an item from the Vlocity Cart does indeed initiate the re-evaluation of relevant CPQ rules and pricing engines. This ensures that any changes in the cart are reflected immediately in the pricing and that all rules are correctly applied based on the new cart composition.

NEW QUESTION # 278

Which component uses a child catalog code to call the APIs and get a response with the appropriate products?

- A. dcOffeisList
- B. dcCatalog
- C. dcChiidCatalog

Answer: B

Explanation:

The component that uses a child catalog code to call APIs and retrieve a response with the appropriate products in Salesforce Industries CPQ is the dcCatalog. This component is specifically designed to interact with product catalogs, using child catalog codes to fetch relevant product information. This enables dynamic and targeted product offerings based on predefined criteria, enhancing the flexibility and responsiveness of the product selection process in guided selling scenarios.

NEW QUESTION # 279

In the Cart, how are the prices in the selectable Product List calculated?

- A. Using the price list entry marked as base price with no calculation
- B. Using Context Rules associated with the price list
- C. Using Advanced Rules pricing rules
- D. Using active pricing rules and related calculation matrices

Answer: D

Explanation:

The prices in the selectable Product List in the Cart for Salesforce Industries CPQ are calculated using active pricing rules and related calculation matrices. This approach allows for dynamic pricing that can adjust according to various factors such as quantity, customer segment, or specific promotional conditions. The use of pricing rules and matrices ensures that the pricing displayed is always accurate and relevant to the specific conditions and configurations of the customer's selections.

NEW QUESTION # 280

Which of these rule types can you use to ensure that a valid combination of products is added to the Can:?

- A. Availability
- B. Eligibility
- C. Allof the above
- D. Compatibility

Answer: D

Explanation:
* B. Compatibility: Compatibility rules in Salesforce Industries CPQ are specifically designed to ensure that valid combinations of products are added to the cart. These rules help to validate that selected products can function together or meet certain predefined compatibility criteria, preventing configuration errors and ensuring customer satisfaction.

NEW QUESTION # 281

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