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Salesforce Certified Industries CPQ Developer Sample Questions (Q95-Q100):

NEW QUESTION # 95

A large communications company wants to create a product bundle that includes several services including a TV service. The marketing department decides that the TV service will be automatically included when the bundle is added to the cart. The customer should have the option to remove the TV service.

How should the developer configure the cardinality of the TV service product in the bundle?

- A. Minimum Cardinality = 0; Default Cardinality = 1; Maximum Cardinality = 1
- B. Minimum Cardinality = 1; Default Cardinality = 1; Maximum Cardinality = 1
- C. Minimum Cardinality = 0; Default Cardinality = 1; Maximum Cardinality = 0
- D. Minimum Cardinality = 1; Default Cardinality = 0; Maximum Cardinality = 0

Answer: A

Explanation:

To configure a product bundle where a TV service is included by default but can be removed by the customer, the developer should set the cardinality as follows: D. Minimum Cardinality = 0; Default Cardinality = 1; Maximum Cardinality = 1: This configuration ensures the TV service is automatically included when the bundle is added to the cart (default cardinality), but the customer has the option to remove it (minimum cardinality), and cannot add more than one (maximum cardinality).

NEW QUESTION # 96

What does the HTML template control in the Guided Selling cart?

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

- A. Product filters to retrieve specific products
- B. JSON for the price list Id
- C. The order status
- D. The vertical or horizontal appearance of the cart
- E. Remote methods to be used for the cart

Answer: D

Explanation:

In Guided Selling, the HTML template is crucial for controlling the visual layout of the cart, specifically its vertical or horizontal appearance. This configuration affects how products and options are displayed to the user, impacting the user experience and interface design. By customizing the HTML template, developers can ensure the cart aligns with the overall design and usability goals of the Guided Selling process, making it easier for users to navigate and interact with their selections.

NEW QUESTION # 97

True or false: Cart-based guided selling experiences use Angular JS templates.

- A. True
- B. False

Answer: B

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 # 98

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

- A. True
- B. False

Answer: A

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 # 99

Evaluation entity filters are used as "internal filters" for qualification entity filters.

- A. False
- B. True

Answer: A

Explanation:

Evaluation entity filters are not used merely as "internal filters" for qualification entity filters. Instead, evaluation entity filters and qualification entity filters serve different roles within Salesforce Industries CPQ.

Evaluation filters are used to process and evaluate data across different contexts and entities based on specific criteria, while qualification filters determine eligibility or appropriateness of specific entries for tasks or promotions, functioning independently of evaluation filters.

NEW QUESTION # 100

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