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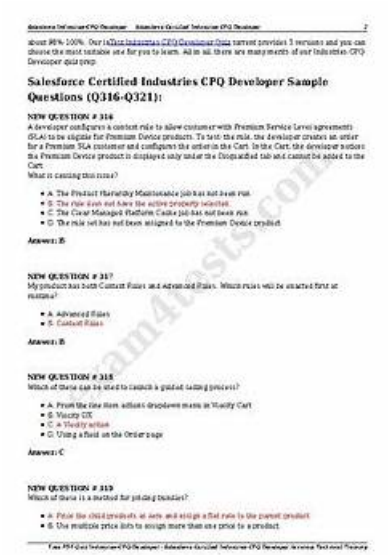

Salesforce Certified Industries CPQ Developer Sample Questions (Q316-Q321):

NEW QUESTION # 316
A developer configures a context rule to allow customer with Premium Service Level agreements (SLA) to be eligible for Premium Device products. To test the rule, the developer creates an order for a Premium SLA customer and configures the order in the Cart. In the Cart, the developer notices the Premium Device product is displayed only under the Disqualified tab and cannot be added to the Cart.
What is causing this issue?

- A. The Product Hierarchy Maintenance job has not been run.
- B. The rule does not have the active property selected.
- C. The Clear Managed Platform Cache job has not been run.
- D. The rule set has not been assigned to the Premium Device product.

Answer: B

NEW QUESTION # 317
My product has both Context Rules and Advanced Rules. Which rules will be enacted first at runtime?

- A. Advanced Rules
- B. Context Rules

Answer: B

NEW QUESTION # 318
Which of these can be used to launch a guided selling process?

- A. From the line item actions dropdown menu in Vlocity Cart
- B. Vlocity OX
- C. A Vlocity action
- D. Using a field on the Order page

Answer: C

NEW QUESTION # 319
Which of these can be method for pricing bundles?

- A. Price the child products at zero and assign a flat rate to the parent product.
- B. Use multiple price lists to assign more than one price to a product.

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Salesforce Certified Industries CPQ Developer Sample Questions (Q141-Q146):

NEW QUESTION # 141
You want to have more than one promotion to apply to the same bundle of products. What do you need?

- A. Each promotion must apply to the same pricing element
- B. Each promotion mustapply to The same bundle
- C. Each promotion must apply to the same base price

Answer: B

Explanation:
* A. Each promotion must apply to the same bundle: If you want multiple promotions to apply to the same bundle of products, each promotion must be configured to target that specific bundle. This allows the system to correctly identify and apply each promotion to the bundle as intended, ensuring that all applicable promotional discounts or benefits are properly accumulated or layered.

NEW QUESTION # 142
In Vlocity EPC, what must you set to allow a user to modify an attribute in Vlocity Cart's configuration window?

- A. Run-time Configuration flag
- B. Filterable flag
- C. Not Hidden flag
- D. Active flag

Answer: A

Explanation:
In Vlocity Enterprise Product Catalog (EPC), to allow a user to modify an attribute within the Vlocity Cart's configuration window, the Run-time Configuration flag must be set for that attribute. This flag enables the attribute to be editable at the point of configuration, facilitating dynamic adjustments by users directly in the cart interface. It essentially marks the attribute as configurable during the sales process, allowing for custom inputs or selections based on customer preferences or requirements.

NEW QUESTION # 143
Which of these can be used to launch a guided selling process?

- A. Using a field on the Order page
- B. Vlocity DX
- C. A Vlocity action
- D. From the line item actions dropdown menu in Vlocity Cart

Answer: C

Explanation:
Launching a guided selling process in Salesforce Industries CPQ can be effectively achieved using a Vlocity action. These actions are configured within the Salesforce Industries platform and can be directly linked to OmniScripts or other processes that initiate guided selling scenarios. Actions can be set up to start based on various triggers or user interactions within the Salesforce environment, providing a versatile entry point for guided selling processes.

NEW QUESTION # 144
Industries CPQ and Industries OM support canceling the entire order, or part of an order.

- A. False
- B. True

Answer: B

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 # 145
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 # 146
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