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Salesforce Certified Industries CPQ Developer Sample Questions (Q258-Q263):

NEW QUESTION # 258
Product X requires Product Y is an example of a Eligibility rule.

- A. False
- B. True

Answer: A

Explanation:
The statement "Product X requires Product Y" refers to a compatibility or inclusion rule rather than an eligibility rule:
* B. False - In the context of CPQ, eligibility typically refers to whether a customer or a specific scenario qualifies for a product or promotion based on defined criteria. In contrast, stating that one product requires another falls under compatibility or inclusion rules, which dictate that certain products must be sold or used together.

NEW QUESTION # 259
What is a facet in Vlocity Product Console?
Note: This question displayed answer options in random order when taking this Test.

- A. An entity that organizes the objects on the Product Console's Dashboard
- B. A container for a Visualforce page
- C. An entity comprised of sections and section elements that appears on the left-hand navigation menu in Vlocity Product Console
- D. An entity that is used to map context dimensions to fields in Salesforce

Answer: C

Explanation:
In the Vlocity Product Console, a facet refers to a navigational element that organizes different sections and section elements, appearing on the left-hand side of the console. This organizational structure facilitates ease of access and management of various configuration aspects of products within the console. The facet essentially acts as a guide for users to easily navigate through different functionalities available in the Product Console.

NEW QUESTION # 260
Context rules can determine whether a customer is qualified or disqualified for a promotion.

- A. False
- B. True

Answer: B

Explanation:
Context rules in Salesforce Industries CPQ can indeed determine whether a customer is qualified or disqualified for a promotion. This capability is integral to the CPQ process as it ensures that promotions are only applied to customers or orders that meet specific predefined criteria. This qualification/disqualification process is governed by the rules set up in the CPQ configuration, allowing businesses to automate and enforce their promotional policies effectively.

NEW QUESTION # 261
In Vlocity Context Rules, what is a context mapping?
Note: This question displayed answer options in random order when taking this Test.

- A. a link to data stored in sObjects, calculated using a function, or typed in during design-time
- B. The relational path from a root sObject, such as an Order, to related sObjects, such as Account
- C. A multi-dimensional array of sObject data
- D. A variable that stores rule condition values

Answer: B

Explanation:
In Salesforce Industries CPQ (formerly Vlocity), a context mapping is defined as the relational path from a root sObject, such as an Order, to related sObjects, such as Account. This allows the CPQ tool to understand how different data elements relate to each other within the context of the application, enabling dynamic behavior based on relationships between data stored across multiple sObjects. This is crucial for setting up rules that operate based on the broader context of a transaction or customer interaction, rather than isolated data points.
References:
* Salesforce Industries CPQ Developer Guide
* Contextual data modeling in Salesforce CPQ training materials

NEW QUESTION # 262
What can you use to build a promotion? (Choose THREE)
Note: This question displayed answer options in random order when taking this Test.

- A. A bundle of products
- B. A bundle within a bundle
- C. An asset
- D. An individual product
- E. An order

Answer: A,B,D

Explanation:
In Vlocity, you can build a promotion using:
* A. An individual product: A single product can be the basis of a promotion, offering special pricing or conditions that distinguish it from the standard offering.
* B. A bundle of products: A group of products can be combined into a bundle, which itself can be offered as a promotion. This is common in scenarios where complementary products are sold together at a discounted rate.
* C. A bundle within a bundle: Nested bundles, or a hierarchy of product bundles, can also be used to create complex promotions that provide layered pricing structures or purchasing incentives.
These options provide flexibility in designing promotions that cater to diverse market needs and customer preferences, enhancing the effectiveness of sales strategies in competitive markets.

NEW QUESTION # 263
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