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Salesforce Certified Industries CPQ Developer Sample Questions (Q182-Q187):

NEW QUESTION # 182

Which context rule type should you use to determine a customer's eligibility for a promotion before it is added to the Cart?

- A. Penalty
- **B. Qualification**

Answer: B

Explanation:

To determine a customer's eligibility for a promotion before it is added to the Cart in Salesforce Industries CPQ, you should use a "Qualification" context rule type. Qualification rules are designed to evaluate whether certain conditions are met for a promotion to be applicable. This rule type helps in ensuring that promotions are only offered to customers who meet specific criteria, thereby maintaining the relevance and effectiveness of promotional strategies while preventing inappropriate discount applications.

NEW QUESTION # 183

Sarah works from home and her internet connectivity is dropping sporadically making it difficult to get her work done. She has increasingly become dissatisfied with her internet provider and finally has reached her breaking point. Sarah calls her internet provider to complain. In an attempt to remedy the situation, the CSR offers Sarah 20% off her monthly charges for the next 12 months. Sarah accepts. What type of discount is described in this scenario?

- A. Order-Based
- B. Account-Based
- **C. Contract-Based**

Answer: C

Explanation:

In this scenario, the discount offered by the customer service representative (CSR) to Sarah is a contract-based discount. This type of discount is applied as part of an agreement or contract renegotiation in response to a specific issue or to retain a customer, in this case, due to dissatisfaction with the service. The discount applies to future billing cycles (12 months), indicating it modifies the terms of the ongoing service contract rather than just a single order or account-wide policy.

NEW QUESTION # 184

Industries CPQ and Industries OM support canceling the entire order, or part of an order.

- **A. True**
- B. False

Answer: A

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 # 185

Which two actions are taken by the checkout method? Choose 2 answers

- A. Invokes a calculation procedure to validate and finalize pricing
- **B. Validates the pricing and configuration of the items**
- **C. Moves the opportunity, quote or order to the next state of the ordering process**
- D. Invokes an integration procedure to fulfil the order

Answer: B,C

Explanation:

The checkout method in Salesforce Industries CPQ typically performs several key actions during the transaction process. Two of these actions are: A. Validates the pricing and configuration of the items: This ensures that all products in the cart or order are correctly priced and configured according to current business rules and product definitions. B. Moves the opportunity, quote, or order to the next state of the ordering process: This is a critical step in advancing the sales process towards completion, transitioning

the transactional documents to stages such as pending, confirmed, or completed based on the defined workflow.

NEW QUESTION # 186

In Vlocity Context Rules, only one rule set can apply to a promotion.

- A. True
- B. False

Answer: B

Explanation:

In Vlocity Context Rules, it is possible for multiple rule sets to apply to a single promotion. This flexibility allows for more granular and specific targeting of promotions based on different criteria set within each rule set. By designing the system this way, Vlocity allows administrators to create complex promotional structures that can adapt to various customer scenarios, thereby enhancing the effectiveness of promotional campaigns within the Vlocity CPQ environment.

NEW QUESTION # 187

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