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Salesforce Certified Industries CPQ Developer Sample Questions (Q84-Q89):

NEW QUESTION # 84

In Vlocity Context Rules, what is one reason to explicitly define a context scope and not use the ANY context scope?

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

- A. To allow use by a context function
- B. To limit the number of fields that are retrieved and stored in the session cache
- C. To increase rule maintainability
- D. To allow use in an object-level rule

Answer: C

Explanation:

Explicitly defining a context scope in Vlocity Context Rules, rather than using the ANY context scope, primarily serves to increase rule maintainability. By specifying a particular scope, administrators can better manage and understand the application and impact of context rules. This targeted approach reduces complexity and enhances the clarity of the rule structure, making it easier to update, modify, and audit rules as business requirements evolve. This specificity helps prevent

NEW QUESTION # 85

A promotional coffee mug is a good candidate for non-assetization.

- A. False
- B. True

Answer: B

Explanation:

* A. True: A promotional coffee mug is a typical example of a product that does not require asset tracking after it has been delivered to the customer. As such, it is a good candidate for non-assetization because it does not generally require ongoing service or updates.

NEW QUESTION # 86

A developer needs to configure a new installation product that will not be charged to customers. The developer creates the product using the installation object type and adds a product code MODEM5G-INST.

To simplify configuration, the developer does not configure a price. The developer sets the selling Start Date to 1 month from now.

To test the newproduct, the developer configures an order in the Cart and selects the default price list. The developer searches the products list, but the new product does not appear.

What is causing this issue?

- A. The developer did not run Refresh Platform Cache.
- B. The developer did not configure a price.
- C. The product code contains a non-alphanumeric character(-).
- D. The Selling Start Date price is in the future.

Answer: D

Explanation:

The issue with the new product not appearing in the product list despite being configured in the cart is most likely due to the Selling Start Date being set to a future date. In Salesforce Industries CPQ, a product set with a future Selling Start Date will not be available in the product list until that date arrives. This is designed to prevent premature selling of products that are not yet intended to be available to customers, such as products pending release or promotional items timed for future events.

NEW QUESTION # 87

Tightest Match calculates multiple conditions as follows:

- A. OR ruleconditions select the highest weighted value
- B. Both of the above
- C. AND rule condition weights are summed together

Answer: B

Explanation:

The Tightest Match calculation method in Salesforce Industries CPQ considers multiple conditions and applies the following rules:

* AND rule conditions: The weights of all met conditions are summed together. This aggregation is used to determine the overall applicability and strength of the rule when all specified conditions are met.

* OR rule conditions: The highest weighted value among the met conditions is selected. This approach is used when any of the specified conditions suffice for the rule to apply, prioritizing the condition with the greatest significance as indicated by its weight.

This method ensures that the rule application is both comprehensive and precise, appropriately reflecting the importance and impact of different conditions in complex decision-making scenarios.

NEW QUESTION # 88

Which of these can be used to launch a guided selling process?

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

Answer: D

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 # 89

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