

Salesforce Ind-Dev-201 Exam Sample Questions | Valid Ind-Dev-201 Test Question



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Salesforce Ind-Dev-201 Exam Syllabus Topics:

Section	Objectives
Topic 1: Product Bundles and Attributes	- Bundle hierarchies and constraints - Attribute-based configuration
Topic 2: Pricing Rules and Calculation Procedures	- Adjustment and discount logic - Pricing procedures configuration
Topic 3: Deployment and Troubleshooting	- Common configuration issues and debugging - Deployment best practices
Topic 4: Rules and Constraints	- Validation rules - Constraint and selection rules
Topic 5: CPQ Fundamentals	- Industries CPQ architecture overview - Quote-to-cash lifecycle concepts
Topic 6: Product and Pricing Configuration	- Product modeling and catalog structure - Pricing plans and charge types
Topic 7: Quote and Order Lifecycle Management	- Quote generation and management - Order creation and downstream processes
Topic 8: Integration and Data Management	- Data loading and migration concepts - External system integration (APIs)

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Salesforce Certified Industries CPQ Developer Sample Questions (Q260-Q265):

NEW QUESTION # 260

If more than one promotion has been applied to a bundle in the Cart, what must you have enabled to be able to delete the promotions?

- A. Update scope setting in the promotion
- B. Deep delete
- C. Shallow delete

Answer: A

Explanation:

* A. Update scope setting in the promotion: To manage and potentially delete multiple promotions applied to a bundle in the Cart, the "update scope" setting within the promotion configuration needs to be enabled. This setting allows for the adjustment or removal of individual promotions from a bundle without affecting other applied promotions, providing flexibility in how promotional effects are managed within the cart.

NEW QUESTION # 261

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 vertical or horizontal appearance of the cart
- D. The order status
- E. Remote methods to be used for the cart

Answer: C

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 # 262

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

- A. False
- B. True

Answer: A

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 # 263

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

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

Answer: A,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 # 264

Which two aspects of a promotion are determined by its time policy?

Choose 2 answers

- A. The start date
- B. The end date
- C. The duration
- D. The purchase date

Answer: B,C

Explanation:

In the context of a promotion within Salesforce Industries CPQ, the time policy determines several temporal aspects of the promotion, specifically the duration and the end date. The duration defines how long the promotion will last from its start, while the end date specifies the exact calendar date when the promotion will conclude. These settings ensure that promotions are automatically managed according to the predefined temporal criteria, simplifying the administration of sales and marketing campaigns.

NEW QUESTION # 265

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