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## Salesforce Certified Industries CPQ Developer Sample Questions (Q202-Q207):

### NEW QUESTION # 202

My product has both ContextRules and Advanced Rules. Which rules will be enacted first at runtime?

- A. Advanced Rules
- **B. Context Rules**

**Answer: B**

Explanation:

In Salesforce Industries CPQ, when a product has both Context Rules and Advanced Rules configured, the Context Rules are enacted first at runtime. Context Rules are designed to assess and apply based on the broader scenario or context in which a product is being sold, such as customer segment or geographic region.

These rules help determine the applicability and availability of products before more granular pricing or configuration logic via Advanced Rules is applied.

### NEW QUESTION # 203

How are Vlocity Picklists used in context rules during design-time?

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

- A. To specify defined values for the end-user to select during order capture.
- **B. To specify defined values for context mappings.**
- C. To specify product attribute values that will be evaluated during rule processing.
- D. To specify defined values for context dimensions.

**Answer: B**

Explanation:

Vlocity Picklists are used in context rules to specify defined values for context mappings during design-time.

These picklists facilitate the setup of context rules by allowing designers to select predefined values from a list, which are then used to configure how rules should apply in specific scenarios. This approach simplifies the configuration process, ensures consistency in rule application, and reduces errors by limiting the values to those predefined in the picklist, thereby making the rules easier to manage and more predictable in behavior.

### NEW QUESTION # 204

How can a developer make a product not assetizable?

Choose 2 answers

- A. Check the Virtual Item property
- **B. Check the Is Not Assetizable property**
- C. Create a context rule to control assetization
- **D. Check the Do Not Assetize property in the Cart's line Item configuration window**

**Answer: B,D**

Explanation:

\* B. Check the Do Not Assetize property in the Cart's line Item configuration window

\* C. Check the Is Not Assetizable property: Both of these properties control whether a product becomes an asset upon purchase.

The Do Not Assetize property can be configured in the line item configuration within the cart to prevent assetization for specific sales. Similarly, setting the Is Not Assetizable property at the product level ensures that the product cannot be assetized regardless of how it is sold or configured in orders.

#### NEW QUESTION # 205

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 # 206

A developer is creating rules to help launch a company's Smart Widget product. The company has launch only for opportunities for existing S2B customers.

Which context scope should the developer use in the context mapping for this rule?

- A. Opportunity
- B. Account
- C. Opportunity, Account
- D. Order, Account

**Answer: C**

Explanation:

\* C. Opportunity, Account: For a rule targeting the launch of a new product specifically for existing S2B customers and only within opportunities, the appropriate context scope for the context mapping should include both 'Opportunity' and 'Account'. This combination allows the rule to evaluate conditions that pertain to the opportunity details as well as the customer account status, ensuring the rule applies only in the correct contexts of existing S2B customers involved in opportunities.

#### NEW QUESTION # 207

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