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## Ind-Dev-201 Real Sheets & Certification Ind-Dev-201 Questions

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**Salesforce Certified Industries CPQ Developer Sample Questions (Q222-Q227):**

### NEW QUESTION # 222

When viewed in the Price Details window, which of these can be used to detect the adjustments that have been applied to a line item in the cart? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. The display text of the pricing override
- B. The display text of the pricing adjustment
- C. The display text of the base price
- D. The display text of the price list
- E. The display text of the product description

**Answer: A,B**

Explanation:

In Salesforce Industries CPQ, when viewing adjustments in the Price Details window of a cart line item, the elements that indicate the applied adjustments include: B. The display text of the pricing adjustment: This text shows any changes made to the line item's price due to discounts, promotions, or other pricing rules. C.

The display text of the pricing override: This shows when the price has been manually overridden, different from the system-calculated price based on the standard pricing structure.

These display texts provide clear, direct evidence of any modifications to the pricing structure at the line item level, aiding users in understanding how the final prices were determined.

References:

\* Salesforce Industries CPQ User Guide.

\* Documentation on managing pricing adjustments in Salesforce Industries CPQ.

### NEW QUESTION # 223

What are the purposes of the CPQ Partition platform cache? (Choose TWO)

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

- A. To store a streamlined version of the product hierarchy
- B. To store a consolidated product attribute list, ensuring good performance during product configuration
- C. Cache local data for browser use
- D. To store data for CPQ context rules, increasing the speed of read/write operations

**Answer: A,B**

Explanation:

The purposes of the CPQ Partition platform cache in Salesforce Industries CPQ are multifaceted, focusing primarily on enhancing performance and efficiency. The cache stores a streamlined version of the product hierarchy, allowing for faster access and navigation within the CPQ tool, which is crucial during complex configuration processes. Additionally, it consolidates the product attribute list, which ensures good performance by minimizing the overhead needed to fetch these details repeatedly during product configuration sessions. This helps in maintaining a responsive user experience by speeding up read operations and reducing the time taken to load and interact with CPQ data.

### NEW QUESTION # 224

Which rule type allows you to auto-add products based on other products in the Cart?

- A. Context
- B. Advanced

**Answer: B**

Explanation:

Advanced rules in Salesforce Industries CPQ allow for the auto-addition of products based on other products in the cart. These rules enable complex logic to be applied, such as adding required accessories or additional services automatically when a primary product is added to the cart. This functionality enhances the configurability and automation of the sales process, ensuring that all necessary components are included in customer orders.

### NEW QUESTION # 225

You want to price the newest smartphone for B2B customers at \$999, but \$900 for B2C customers. What is the best way to do it

- A. Create two versions of the smartphone product and create different pricing for each
- B. Create product bundles and create a pricing Override
- **C. Assign the product to a pricebook and create two pricebook entries**
- D. Use two different price lists

**Answer: C**

Explanation:

To differentiate pricing for a product like a smartphone between B2B and B2C customers, the best approach is to assign the product to a pricebook and create two pricebook entries. This strategy allows for distinct pricing structures to be maintained within the same organizational framework, using separate pricebook entries to specify the \$999 price for B2B customers and the \$900 price for B2C customers. This setup leverages Salesforce's native functionality to manage differentiated pricing strategies efficiently within its CPQ system.

#### **NEW QUESTION # 226**

In Vlocity Cart, what are the buttons in the top right of the cart header?

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

- A. Buttons defined on the Order sObject
- B. Vlocity Actions
- C. Buttons defined on the Salesforce layout
- **D. Buttons defined in the cpq-cart-setup template**

**Answer: D**

Explanation:

The buttons in the top right of the cart header in Vlocity Cart are configurable elements within the Salesforce Industries CPQ setup:  
\* C. Buttons defined in the cpq-cart-setup template - These buttons are defined within the cart setup template, allowing for customization according to specific business processes or user interface needs.  
This setup ensures that the buttons can perform the required actions directly from the cart, enhancing user experience and functionality.

#### **NEW QUESTION # 227**

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