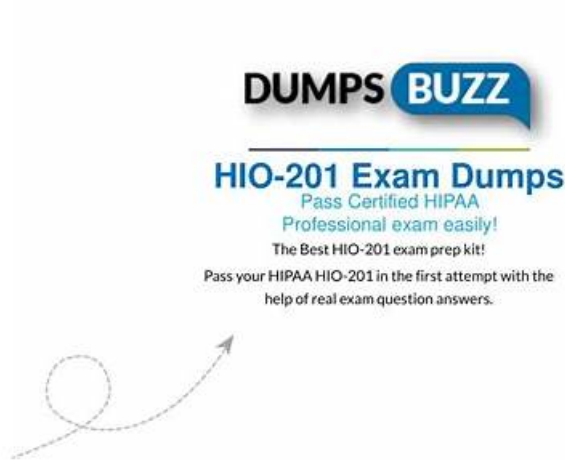


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Salesforce Certified Industries CPQ Developer Sample Questions (Q88-Q93):

NEW QUESTION # 88

In Vlocity EPC, what must you set to allow a user to modify an attribute in Vlocity Cart's configuration window?

- A. Run-time Configuration flag
- B. Filterable flag
- C. Not Hidden flag
- D. Active flag

Answer: A

Explanation:

In Vlocity Enterprise Product Catalog (EPC), to allow a user to modify an attribute within the Vlocity Cart's configuration window, the Run-time Configuration flag must be set for that attribute. This flag enables the attribute to be editable at the point of

configuration, facilitating dynamic adjustments by users directly in the cart interface. It essentially marks the attribute as configurable during the sales process, allowing for custom inputs or selections based on customer preferences or requirements.

NEW QUESTION # 89

In the Cart, how are the prices in the selectable Product List calculated?

- A. Using the price list entry marked as base price with no calculation
- **B. Using active pricing rules and related calculation matrices**
- C. Using Context Rules associated with the price list
- D. Using Advanced Rules pricing rules

Answer: B

Explanation:

The prices in the selectable Product List in the Cart for Salesforce Industries CPQ are calculated using active pricing rules and related calculation matrices. This approach allows for dynamic pricing that can adjust according to various factors such as quantity, customer segment, or specific promotional conditions. The use of pricing rules and matrices ensures that the pricing displayed is always accurate and relevant to the specific conditions and configurations of the customer's selections.

NEW QUESTION # 90

Product cardinality can be used to configure which two use case?

Choose 2 answers

- **A. Product has a default quantity of 2**
- B. Product is discounted based on the quantity
- C. Product is not available to customers in France
- **D. An optional product in a product: bundle**

Answer: A,D

Explanation:

Product cardinality settings in Salesforce Industries CPQ can manage the following use cases: A. Product has a default quantity of 2: Cardinality can be set to specify a default number of products (default cardinality) when added to a cart or bundle, guiding the initial quantity set during the configuration. B. An optional product in a product bundle: Minimum cardinality can be set to 0, allowing a product to be optional within a bundle. This means the product does not have to be selected but can be added by the customer if desired.

NEW QUESTION # 91

Why would a developer use getCartsProducts input parameters to reduce the number of products returned in a guided selling experience"?

- A. To prevent hitting Salesforce transaction governor limits
- **B. To reduce the number of choices presented to the user**
- C. To ensure the results set does not exceed the maximum number of records
- D. Because the filters parameter is required

Answer: B

Explanation:

* B. To reduce the number of choices presented to the user: A developer might use getCartsProducts input parameters to specifically filter and limit the number of products returned during a guided selling experience to streamline the process and make it more manageable for the user. By reducing the product choices, the system can offer a more focused and relevant selection, enhancing the user's experience and improving decision-making efficiency.

NEW QUESTION # 92

When using range attribute-based pricing, where do you specify the values for each range?

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

- A. Vlocity Picklists
- B. JSONAttribute field
- **C. Columns in the RangeAttributePricingMatrix**
- D. Pricing plan step parameters

Answer: C

Explanation:

When using range attribute-based pricing in Salesforce Industries CPQ, the values for each pricing range are specified in the columns of the RangeAttributePricingMatrix. This matrix structure allows for detailed definition of pricing ranges based on specific attributes of a product. Each column can define a range or a specific attribute value, and corresponding pricing adjustments or base prices are defined alongside these values. This setup facilitates complex pricing strategies that vary according to a product's attributes, such as quantity, size, or custom specifications.

NEW QUESTION # 93

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