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Salesforce Certified Industries CPQ Developer Sample Questions (Q137-Q142):

NEW QUESTION # 137

Felix is the Vlocity CPQ Administrator, and he's creating a new product bundle that includes a child product.

There can only be one child product at a time in the bundle; it must be added automatically to the cart along with the parent product;

and users should be prevented from deleting it. What is the easiest way for Felix to do this?

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

- A. To create a configuration context rule
- **B. To set the Auto-Add and No Delete flags**
- C. To create a child product with a cardinality of 1, 1, 1
- D. To create an Auto-Add product configuration rule and a Requires product configuration rule

Answer: B

Explanation:

To meet the requirements specified by Felix, the easiest and most effective solution is to use the Auto-Add and No Delete flags for the child product within a product bundle. By setting the Auto-Add flag, the child product is automatically added to the cart whenever the parent product is selected. The No Delete flag prevents users from removing the child product from the bundle once it is in the cart. This combination ensures the child product is always included and retained in the bundle as required, without needing complex configuration rules.

NEW QUESTION # 138

What are ways to retrieve filtered products from the product catalog for Guided Selling? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- **A. Use query to search for specific text in the product name**
- B. Use the Salesforce price book to filter products by object type
- **C. Use DataRaptors to filter products by object type**
- D. Use account type to determine the products that display

Answer: A,C

Explanation:

To retrieve filtered products from the product catalog in Guided Selling, two effective methods are:

* Using a query to search for specific text in the product name. This method allows for dynamic searching based on user input or pre-defined criteria, making it versatile for a wide range of scenarios.

* Using DataRaptors to filter products by object type. DataRaptors are specialized tools in Salesforce Industries that manage data transformations and can be configured to filter and retrieve data based on specific attributes like object type.

These methods ensure that users can find products that meet specific requirements or preferences, enhancing the effectiveness of guided selling.

NEW QUESTION # 139

Felix is the Vlocity CPQ administrator, and he has created a new product with no child products in the shared product catalog. What must he do after he has created the product in Vlocity Product Console?

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

- **A. He must run the Refresh Pricebook job and then the Product Hierarchy Maintenance job.**
- B. He must run the Product Hierarchy Maintenance job and then the Refresh Pricebook job.
- C. He must clear the platform cache and then run the Refresh Product Hierarchy Maintenance job.
- D. No additional steps are needed.

Answer: A

Explanation:

product catalog, the next steps to ensure proper setup and integration into the existing system are:

* **B. He must run the Refresh Pricebook job and then the Product Hierarchy Maintenance job:** This sequence of actions ensures that the new product is correctly integrated into the price book, reflecting any pricing structures or rules. Following this, running the Product Hierarchy Maintenance job ensures that the product hierarchy includes the new product, maintaining data consistency and hierarchy integrity across the catalog. These steps are critical for ensuring that the product is available for use in quotes and orders without issues.

NEW QUESTION # 140

To assign a price to a product, you must:

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

- A. Create a parent/child price list
- B. Always create a bundle
- C. Only use a virtual price
- **D. Create a price list entry**

Answer: D

Explanation:

To assign a price to a product in Salesforce Industries CPQ, you must create a price list entry. A price list entry directly associates a specific price with a product and can include details such as currency, discounts, or specific pricing conditions. This is an essential step in setting up products in CPQ because it ensures that each product has a definable, manageable price that can be used in quotes and calculations within the CPQ system.

NEW QUESTION # 141

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

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

Answer: A

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 # 142

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