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Salesforce Industries-CPQ-Developer Exam is a certification program designed for professionals who want to validate their skills and knowledge in Salesforce Industries CPQ development. CPQ stands for Configure, Price, and Quote, and it is a software tool used to streamline the sales process by providing accurate pricing and product configurations to customers. Being a Salesforce Certified Industries CPQ Developer demonstrates the candidate's expertise in designing and developing custom solutions in Salesforce Industries CPQ.

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Salesforce Certified Industries CPQ Developer Sample Questions (Q249-Q254):

NEW QUESTION # 249

Sarah works from home and her internet connectivity is dropping sporadically making it difficult to get her work done. She has increasingly become dissatisfied with her internet provider and finally has reached her breaking point. Sarah calls her internet provider to complain. In an attempt to remedy the situation, the CSR offers Sarah 20% off her monthly charges for the next 12 months. Sarah accepts. What type of discount is described in this scenario?

- A. Contract-Based
- B. **Account-Based**
- C. Order-Based

Answer: B

NEW QUESTION # 250

Which of these can you use in a promotion to change the price of a child product? (Choose TWO Note: This question displayed answer options in random order when taking this Test.

- A. New order
- B. **Override**
- C. MACD
- D. Different price list
- E. **Adjustment**

Answer: B,E

Explanation:

To change the price of a child product within a promotion, you can use the following methods:

* Adjustment (B): This refers to applying a price adjustment to the product, either by a fixed amount or a percentage, which modifies the original price based on the terms of the promotion.

* Override (C): This method involves setting a new price that overrides the original price of the product within the context of the promotion.

Both methods allow for flexible pricing strategies within promotions, enabling customized pricing options that can be tailored to specific marketing objectives or customer segments.

NEW QUESTION # 251

A developer manages a very large catalog that includes over 5 million products. The developer needs to write a rule that will apply to all products in the catalog.

Which type of rule will be easiest for the developer to implement?

- A. Qualification Rule
- B. Evaluation Rule
- C. Context Rule
- D. **Advanced Rule**

Answer: D

NEW QUESTION # 252

Which of the following are features of the Product List in Vlocity Cart? (Choose TWO)

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

- A. It uses Vlocity Rules to display available and eligible products.
- B. Allows hierarchical product structures.
- C. It is only displayed on the Opportunity tab.
- D. It is based on a specific price list.

Answer: A,D

NEW QUESTION # 253

Which of these will the user see when they use the Guided Selling interaction? (Choose FOUR) Note: This question displayed answer options in random order when taking this Test.

- A. A way to launch the cart from an account or order
- B. Ability to change the price book for the cart
- C. A summary of assets the customer already has purchased
- D. Ability to edit items already placed in the cart
- E. Step-by-step process to recommend and sell products
- F. Automatic totaling of products added to the cart

Answer: A,D,E,F

NEW QUESTION # 254

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