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## Salesforce Certified Industries CPQ Developer Sample Questions (Q71-Q76):

### NEW QUESTION # 71

Product cardinality controls which of the following?(Choose TWO)

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

- A. Has a default quantity of 2
- B. Is discounted based on the quantity
- C. Is optional
- D. Is not available to customers in France

**Answer: A,C**

Explanation:

Product cardinality within Salesforce Industries CPQ controls aspects related to product configuration quantities, specifically:

\* Is optional (A): This controls whether a product must be included in a configuration or if it can be optionally chosen by the customer.

\* Has a default quantity of 2 (D): This sets a predefined quantity for the product when it is added to a configuration, streamlining the process and ensuring consistency for standard orders.

These controls are crucial for defining how products are presented and managed within the CPQ process, influencing both the user experience and the internal logic of product configurations.

### NEW QUESTION # 72

Vlocity CME supports which of the following order functionality? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. Move/Add/Change/Delete or Disconnect (MACD) orders
- B. Asset Based Ordering (ABO)
- C. Inventory control orders
- D. Modifying "in-flight" or in-progress orders

**Answer: A,B**

Explanation:

Vlocity CME (Communications, Media, and Energy) offers robust order management functionalities that are essential for handling complex customer interactions:

\* A. Asset Based Ordering (ABO) - This functionality allows for management and modification of customer assets directly from the order interface, facilitating the management of existing services and equipment.

\* B. Move/Add/Change/Delete or Disconnect (MACD) orders - Vlocity supports MACD functionality, which is crucial for managing lifecycle changes in a customer's services and subscriptions, allowing for flexibility in service management.

### NEW QUESTION # 73

Which four of the following would require compatibility rules?

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

- A. Only DSL customers can purchase a modem
- B. MetroE cannot be delivered to Consumer customers
- C. Apple iPhone requires SIM card
- D. VPN Access can only be delivered over high speed internet
- E. High Def set top box is required for High Def TV packages

**Answer: A,C,D,E**

Explanation:

In Salesforce Industries CPQ (formerly Vlocity), compatibility rules are used to ensure that certain products are compatible or require other products in order to function properly or meet certain conditions. Here's a breakdown of the answer:

\* A. Apple iPhone requires SIM card - This is a direct compatibility rule where one product (iPhone) necessitates another product (SIM card).

\* C. VPN Access can only be delivered over high speed internet - This is another compatibility rule that specifies a delivery condition based on the underlying service (high-speed internet).

\* D. Only DSL customers can purchase a modem - This condition specifies that the purchase of one product (modem) is contingent on the customer having another product or service (DSL), which is a compatibility rule.

\* E. High Def set top box is required for High Def TV packages - Similar to A, this specifies that to use one product (High Def TV packages), another product (High Def set top box) is required.

Option B, "MetroE cannot be delivered to Consumer customers," is more of an eligibility or exclusion rule rather than a compatibility

rule.

#### NEW QUESTION # 74

Once a line item is configured in Vlocity Cart, products must be removed and re-added to change configuration.

- A. True
- B. False

**Answer: B**

Explanation:

It is false that once a line item is configured in Vlocity Cart, products must be removed and re-added to change configuration. Users can modify configurations directly within the cart without needing to remove and re-add items, offering flexibility and efficiency in managing cart contents.

#### NEW QUESTION # 75

Which of these is true for a time plan?

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

- A. it has an end date.
- B. it can be prorated.
- C. it has a start date.
- D. it has a length of time.

**Answer: B**

Explanation:

In Salesforce Industries CPQ, a time plan refers to a scheduling strategy that determines how a product or service is billed over a period of time. One key characteristic of time plans is that they can be prorated, which means the charges can be adjusted based on the actual duration of use within the billing period. This proration enables more flexible and accurate billing for customers who start or end their subscription mid-cycle, ensuring they are only billed for the portion of the service they actually use.

#### NEW QUESTION # 76

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