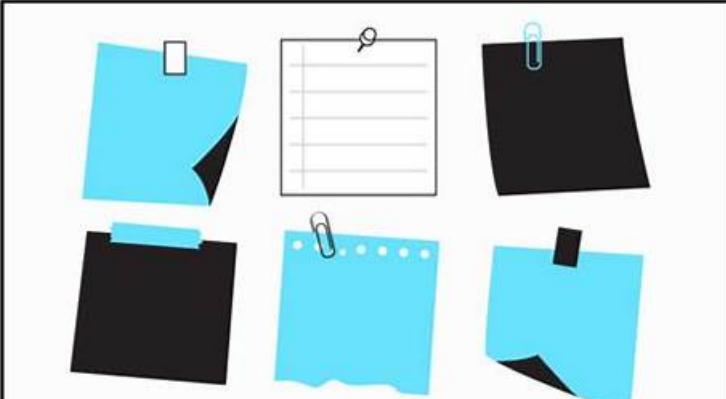


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Do Not Add To The Pressure

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Time Management Is Important

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Salesforce Certified Industries CPQ Developer Sample Questions (Q246-Q251):

NEW QUESTION # 246

Which two features are used to implement attribute-based pricing in Industries CPQ?

Choose 2 answers

- A. Product Configuration Procedure
- B. Context Rules
- C. Calculation Procedures & Matrices
- D. Pricing Plans

Answer: A,C

Explanation:

In Salesforce Industries CPQ, attribute-based pricing can be implemented using: B. Product Configuration Procedure: This allows for pricing adjustments based on the attributes selected during the configuration of a product. It is crucial for determining how product features and options impact the final price. D. Calculation Procedures & Matrices: These are used to define complex pricing logic that can depend on multiple attributes of a product. Calculation procedures and matrices enable the system to calculate prices dynamically as attributes are selected or changed, making it ideal for attribute-based pricing strategies.

Together, these features allow developers to set up dynamic pricing models that adjust based on specific configurations and attributes chosen by the customer, offering a high degree of flexibility and precision in pricing complex products.

NEW QUESTION # 247

Vlocity Cart requires what information to display a product list?

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

- A. Product Configuration
- B. Price List record id
- C. User id

- D. Session id

Answer: B

Explanation:

In Vlocity, or Salesforce Industries CPQ, the cart configuration requires a Price List record ID to display a product list. This ID is crucial because it determines the pricing applicable to the products presented to the user based on the specific pricing configuration and eligibility. The cart leverages this ID to fetch the correct pricing information associated with each product, ensuring the displayed prices are accurate and tailored to the customer or the context of the sale. This process is integral to the dynamic pricing capability of Salesforce Industries CPQ.

NEW QUESTION # 248

You can apply context rules to order line Items.

- A. True
- B. False

Answer: A

Explanation:

Context rules can indeed be applied to order line items in Salesforce Industries CPQ. These rules assess the context in which products are sold and apply specific configurations or restrictions based on that context. This capability is crucial for ensuring that products and services are configured and priced correctly according to the specific circumstances of an order, enhancing accuracy and compliance in sales operations.

NEW QUESTION # 249

Which TWO statuses are seen by default from the Orders tab?

- A. PONR Status
- B. **Salesforce Industries Order Status**
- C. State of tasks within an Orchestration Plan
- D. Salesforce Status
- E. **State of the Orchestration Plan itself**

Answer: B,E

Explanation:

From the Orders tab in Salesforce Industries CPQ and OM, the two statuses that are typically seen by default are the state of the Orchestration Plan itself and the Salesforce Industries Order Status. The Orchestration Plan status provides insights into where an order is in the overall process flow, which is crucial for managing complex order processes. The Salesforce Industries Order Status gives a clear indication of the current standing of the order within the Salesforce ecosystem, helping stakeholders understand the order's progress and any required actions.

NEW QUESTION # 250

Which two line items actions will display in the Cart when performing a Move order from an account to another?

Choose 2 answers

- A. Suspend
- B. **Disconnect**
- C. Existing
- D. **Change**

Answer: B,D

Explanation:

In Salesforce Industries CPQ, when performing a Move order from one account to another, certain line item actions are particularly relevant to ensure the correct handling of services or products across accounts. The two actions that will typically be available are:
A. Disconnect: This action is used to terminate or disconnect a service from the original account before or after moving it, which may

be necessary depending on the contractual or service conditions. C. Change: This allows modifications to the service or product configuration as part of the transfer process to adapt to the new account's needs or requirements. These actions help manage the continuity and customization of services or products when they are transferred between accounts.

NEW QUESTION # 251

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