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Salesforce Certified Industries CPQ Developer Sample Questions (Q102-Q107):

NEW QUESTION # 102

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. It is only displayed on the Opportunity tab.
- C. Allows hierarchical product structures.
- D. It is based on a specific price list.

Answer: A,D

Explanation:

The Product List in Vlocity Cart is a dynamic tool that supports effective product management and sales processes. Here are its features:

- * B. It is based on a specific price list - The products displayed in the Vlocity Cart can be filtered or determined based on a specific price list, ensuring that the sales team presents the correct pricing and product options to the customer.
- * C. It uses Vlocity Rules to display available and eligible products - Vlocity's rules engine can determine which products are shown in the Product List, ensuring compatibility and eligibility based on customer data and other contextual factors.

NEW QUESTION # 103

The affectivitytime frame for a product's pricing charge:

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

- A. Can be paired with a pricing variable to determine frequency
- B. Can affect whether the product displays in the Products list of the cart
- C. Can determine whether an adjustment or an overridecan be used to discount the product
- **D. Can cause a pricing element to no longer be used**

Answer: D

Explanation:

The affectivity time frame for a product's pricing charge in Salesforce Industries CPQ: C. Can cause a pricing element to no longer be used: Affectivity dates define when a pricing element is valid. If the current date falls outside the defined affectivity period, the pricing element (like a specific charge or discount) becomes inactive and is not applied to transactions.

Affectivity time frames are critical for ensuring that pricing remains relevant and accurate, reflecting temporal changes in pricing strategies, such as promotions or seasonal adjustments.

References:

- * Salesforce Industries CPQ Pricing Configuration Guide.
- * Best practices for managing pricing affectivity in Salesforce Industries CPQ.

NEW QUESTION # 104

A developer is creating rules to help launch a company's Smart Widget product. The company has launch only for opportunities for existing S2B customers.

Which context scope should the developer use in the context mapping for this rule?

- **A. Opportunity, Account**
- B. Order, Account
- C. Opportunity
- D. Account

Answer: A

Explanation:

* C. Opportunity, Account: For a rule targeting the launch of a new product specifically for existing S2B customers and only within opportunities, the appropriate context scope for the context mapping should include both 'Opportunity' and 'Account'. This combination allows the rule to evaluate conditions that pertain to the opportunity details as well as the customer account status, ensuring the rule applies only in the correct contexts of existing S2B customers involved in opportunities.

NEW QUESTION # 105

Each time a new smartphone is offered, the company wants to automatically decrease its price over time. How could this be done?

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

- A. Using a rule and time policies to control effectivity
- B. Using a rule and time plans to control effectivity
- C. Using multiple price lists with effectivity time frames
- **D. Using price list entries with effectivity time frames**

Answer: D

Explanation:

To automatically decrease the price of a new smartphone over time within Salesforce Industries CPQ: D.

Using price list entries with effectivity time frames: This method allows for setting different prices for the same product that automatically become effective at predefined times. By creating multiple price list entries for the smartphone each with different prices and specific start dates, the system can automatically update the price based on the current date.

This approach simplifies managing price reductions over a product's lifecycle, making it efficient to implement and transparent to users.

References:

* Salesforce Industries CPQ Implementation Guide.

* Examples of using effectivity time frames in Salesforce Industries CPQ price management.

NEW QUESTION # 106

Which two aspects of a promotion are determined by its time policy?

Choose 2 answers

- A. The end date
- B. The purchase date
- C. The duration
- D. The start date

Answer: A,C

Explanation:

In the context of a promotion within Salesforce Industries CPQ, the time policy determines several temporal aspects of the promotion, specifically the duration and the end date. The duration defines how long the promotion will last from its start, while the end date specifies the exact calendar date when the promotion will conclude. These settings ensure that promotions are automatically managed according to the predefined temporal criteria, simplifying the administration of sales and marketing campaigns.

NEW QUESTION # 107

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