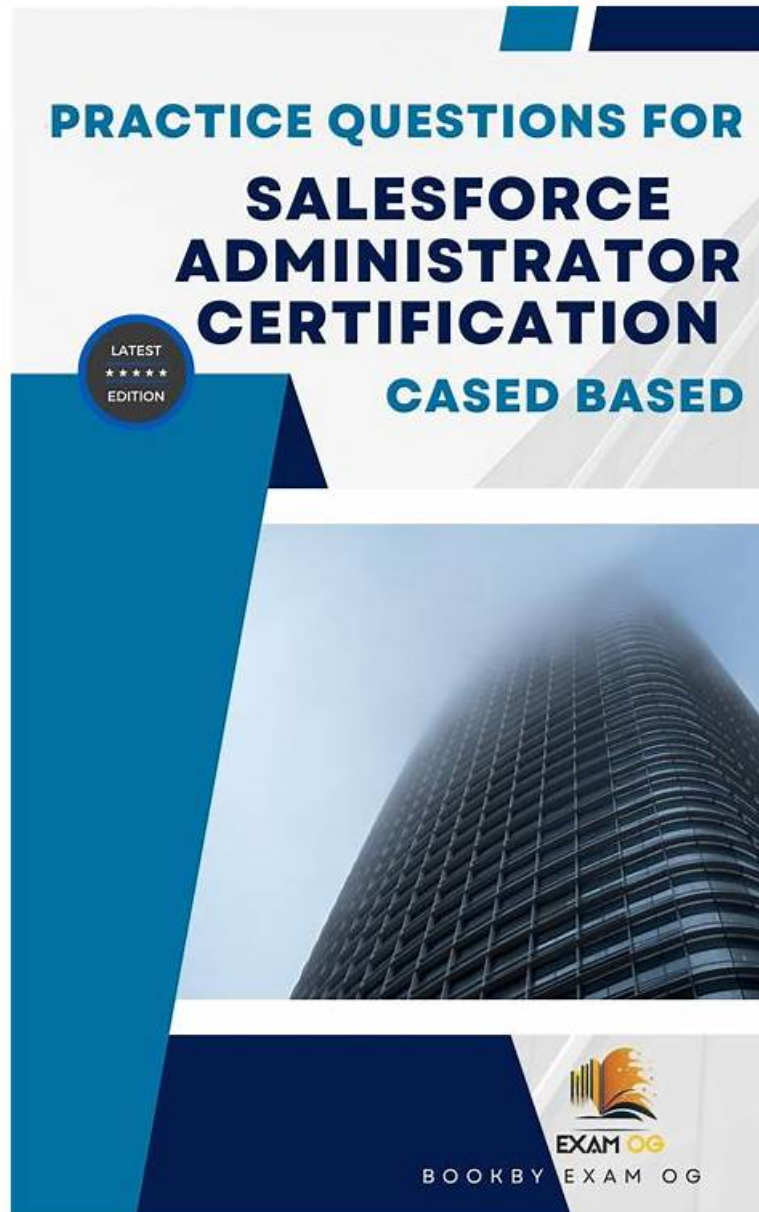


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Salesforce Certified Industries CPQ Developer Sample Questions (Q245-Q250):

NEW QUESTION # 245

True or false: Cart-based guided selling experiences use Angular JS templates.

- A. True
- **B. False**

Answer: B

Explanation:

Cart-based guided selling experiences in Salesforce Industries CPQ do not use Angular JS templates. Instead, these interfaces are typically built using proprietary Salesforce technologies and frameworks that are integrated into the Salesforce platform. The use of Salesforce-specific technologies ensures compatibility and optimal performance within the Salesforce ecosystem, rather than relying on external or less integrated solutions like Angular JS.

NEW QUESTION # 246

When creating a custom pricing plan step for attribute-based pricing in the Default Pricing Plan, where should the step be placed in sequence?

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

- A. Between Sequence 10: Initialize Pricing Context and Sequence 20: Load Price List Entries
- B. Before Sequence 10: Initialize Pricing Context
- **C. Between Sequence 30: Initialize Pricing Variables and Sequence 40: Apply Offer Adjustments**
- D. After Sequence 90: Apply Parent Variables

Answer: C

Explanation:

In Salesforce Industries CPQ, when creating a custom pricing plan step for attribute-based pricing in the Default Pricing Plan, it is most effective to place the step between Sequence 30: Initialize Pricing Variables and Sequence 40: Apply Offer Adjustments. This placement allows the custom step to utilize initialized pricing variables effectively and apply these before any offer adjustments are made. By sequencing it in this manner, the custom pricing logic can accurately reflect the attribute-based conditions before the system calculates the final adjustments based on promotions or other pricing offers.

NEW QUESTION # 247

Velocity Picklists can be assigned to attributes at which of the following levels?

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

- A. Attributes and Object Types
- B. Attributes, Attribute Categories and Products
- **C. Attributes, Object Types, and Products**
- D. Attributes and Products

Answer: C

Explanation:

Velocity picklists can be assigned to attributes at the levels of Attributes, Object Types, and Products. This level of assignment flexibility ensures that picklists can be used effectively across various dimensions of the product configuration and sales processes,

facilitating better data management and consistency across the platform.

* Attributes, Object Types, and Products: This broad applicability allows for comprehensive and cohesive data management strategies, aligning picklist values across multiple levels of product and service definitions.

NEW QUESTION # 248

A company wants to offer a promotion only to new customers. The developer builds a context rule to meet this requirement. The developer creates:

- * picklist named Account Status that contains values of New, Active, and Closed
- * A context dimension named Account Status and links it to the Account Status picklist
- * A context mapping that uses the AnyAccountScope and a source expression of Status__c
- * A context rule called "New Customer Accounts" with a rule condition that will evaluate the Account Status context dimension using a Hard Fail Fail Level
- * A rule set with a Rule Type=Qualification and an Action Taken=Qualify, adds the context rule to it, and then adds it to the promotion. The developer confirms that all context rule components are active and effective. The developer configures an order for a new account in the Cart, but the promotion does not appear in the list of qualified promotions. What should the developer have done?

- **A. Set the rule condition to have a Fail Level-Soft Fail.**
- B. Create a context dimension name without a space.
- C. Set the Rule Type to Evaluation,
- D. Run the Product Hierarchy Maintenance job.

Answer: A

Explanation:

In the scenario described, the rule condition was set to a Hard Fail Fail Level, which is too restrictive for a situation where the promotion should be offered conditionally rather than as a strict requirement. Changing the fail level to "Soft Fail" makes the promotion appear even if other criteria or promotions are also being considered or applied. This adjustment ensures that the rule allows for some flexibility in how the conditions are met, increasing the likelihood that new customers will see the promotion in their list of qualified promotions without being overly restrictive.

NEW QUESTION # 249

What does an attribute binding do?

- **A. It binds an attribute to a pricing variable.**
- B. It binds an attribute to a picklist.
- C. It binds an attribute to a price list entry,
- D. It binds an attribute to a field.

Answer: A

Explanation:

In Salesforce Industries CPQ, an attribute binding is used to link an attribute to a pricing variable. This linkage is essential for dynamically adjusting prices based on specific attributes of a product or service. For instance, an attribute like 'color' or 'size' can be bound to a pricing variable to modify the price according to the selected options by the customer.

NEW QUESTION # 250

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