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## Salesforce Certified Industries CPQ Developer Sample Questions (Q94-Q99):

### NEW QUESTION # 94

To change the time plan or time policy of a child product in a promotion, you change it in:

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

- A. The rule associated with the promotion
- B. The price list
- C. The charge adjustment or override

- **D. The pricing element**

**Answer: D**

Explanation:

To change the time plan or time policy of a child product in a promotion, it should be adjusted in the pricing element associated with that product. The pricing element is where various terms including durations and conditions related to pricing are configured.

Adjusting the time plan or policy here allows these terms to be specifically tailored to individual products within a promotion.

\* The pricing element (D): This component of the pricing structure in Salesforce Industries CPQ is crucial for setting and managing temporal terms of pricing adjustments or conditions.

#### NEW QUESTION # 95

If the data element is specific to a product or a class of product, you should create which of the below?

- **A. Attribute**
- B. Field

**Answer: A**

Explanation:

When the data element is specific to a product or a class of products within Salesforce Industries CPQ, it should be created as an "Attribute". Attributes in CPQ are used to define specific characteristics or properties of a product that can vary based on customer selections or product variations. This enables a more dynamic configuration process where product offerings can be tailored according to specific customer requirements or market segments.

#### NEW QUESTION # 96

One of the business capabilities of the Communications Cloud is...

- **A. Both of the above**
- B. Order management
- C. Contract management

**Answer: A**

Explanation:

\* C. Both of the above: The Communications Cloud encompasses extensive business capabilities, including both order management and contract management.

\* Order management is crucial for handling customer orders from placement through provisioning and activation.

\* Contract management is equally important, facilitating the administration of customer contracts and compliance with agreed terms and conditions.

#### NEW QUESTION # 97

Which of the following use cases should be solved using Discounts functionality?

- A. Evaluate if a customer is eligible for a limited time price reduction
- **B. Discount the price as the quantity of product ordered passes certain thresholds**
- C. Automatically apply negotiated discounts to customers with existing contracts
- D. Qualify customers for discounts using a discount code

**Answer: B**

Explanation:

The best use case for utilizing the Discounts functionality in Salesforce Industries CPQ is to manage quantity-based discounts. This functionality allows for automatic application of discounts when the quantity of a product ordered reaches certain thresholds. This is particularly useful for incentivizing bulk purchases and efficiently managing pricing adjustments based on volume, which is common in both B2B and B2C scenarios.

### NEW QUESTION # 98

Picklist entities in Vlocity EPC are globally reusable Salesforce picklists, and can be administered either through Vlocity Product Console or Setup.

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

**Answer: B**

Explanation:

Picklist entities in Vlocity EPC (Enterprise Product Catalog), which is part of Salesforce Industries CPQ, are indeed globally reusable Salesforce picklists. These picklists can be managed through the Vlocity Product Console or the Salesforce Setup. This feature allows for centralized management of picklist values which can be used across various Salesforce and Vlocity applications, enhancing consistency and maintainability of data.

### NEW QUESTION # 99

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