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Salesforce Certified Industries CPQ Developer Sample Questions (Q228-Q233):

NEW QUESTION # 228

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

Choose 2 answers

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

Answer: A,D

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 # 229

When you add a condition, which option allows you to select a context dimension?

- A. Function
- **B. Simple**

Answer: B

Explanation:

* B. Simple: When adding a condition in the context rule framework of Salesforce Industries CPQ, the "Simple" option allows you to select a context dimension. This option facilitates the straightforward application of predefined criteria or attributes, making it easier to configure rules based on specific, easily defined parameters.

NEW QUESTION # 230

You don't set entity paths for root scopes.

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

Answer: A

Explanation:

In Salesforce Industries CPQ, entity paths are not required for root scopes. Root scopes inherently refer to the highest level of data context in a model, from which all other scopes derive their context. Therefore, setting an entity path for root scopes is unnecessary as they are already at the highest or base level of the data hierarchy.

NEW QUESTION # 231

My product has both ContextRules and Advanced Rules. Which rules will be enacted first at runtime?

- A. Advanced Rules
- **B. Context Rules**

Answer: B

Explanation:

In Salesforce Industries CPQ, when a product has both Context Rules and Advanced Rules configured, the Context Rules are enacted first at runtime. Context Rules are designed to assess and apply based on the broader scenario or context in which a product is being sold, such as customer segment or geographic region.

These rules help determine the applicability and availability of products before more granular pricing or configuration logic via Advanced Rules is applied.

NEW QUESTION # 232

A company has two telesales teams: one that does business in Russian and another that does business in English. The developer decides to enable the multi-language feature in the shared catalog. However, during testing, Russian translations do not display in the Cart.

Which three things should the developer verify?

Choose 3 answers

- A. The Russian Locale is activated in the Velocity Locale Code picklist.
- **B. User's Locale is set to Russian.**
- **C. Users Language is set to Russian.**
- D. Russian translations for the products exist in the Translation Workbench.
- **E. Russian translations for the products exist in the StringTranslation object.**

Answer: B,C,E

Explanation:

When enabling the multi-language feature in Salesforce CPQ for a shared catalog, ensuring that the Russian translations display in the cart requires several checks:

* User's Locale is set to Russian: The user's locale determines which language settings the system uses to display UI elements and product information.

* Russian translations for the products exist in the StringTranslation object: Salesforce uses the StringTranslation object to store translations of various text elements in multiple languages. It's crucial that the product descriptions and other relevant text are available in this object.

* Users Language is set to Russian: This setting ensures that the system recognizes the user's preferred language for all interactions, including viewing product information in the cart.

These settings ensure that when a user who prefers Russian accesses the CPQ system, they see product descriptions and other relevant information in Russian, enhancing the user experience and ensuring clarity in communication.

NEW QUESTION # 233

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