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Salesforce Certified Industries CPQ Developer Sample Questions (Q87-Q92):

NEW QUESTION # 87

Which of these requires a calculation that uses the base price?

- A. The pricing variable of the price

- B. An override of the price
- **C. An adjustment of the price**
- D. The pricing element of the price

Answer: C

Explanation:

* B. An adjustment of the price: Adjustments to the price typically require a calculation that uses the base price as a reference point. These adjustments can be discounts, surcharges, or other modifications that alter the base price based on specific conditions or customer selections.

NEW QUESTION # 88

On the CMT Administration screen, what does the Product Hierarchy Maintenance job do?

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

- A. It calls the ProductAttributesBatchProcessor, which copies the filterable product attributes to the Cached Filterable Attribute sObject used by VelocityCart.
- B. It calls the ProductHierarchyBatchProcessor, and copies the product hierarchy data store sObject to the platform org cache.
- C. It calls the EPCProductAttribJSONBatchJob, which regenerates product attribute fields for data that has been migrated from other orgs.
- **D. It calls the ResolveProductHierarchyBatchJob, which creates a streamlined version of the complete product hierarchy and copies it to the data store sObject.**

Answer: D

Explanation:

On the CMT Administration screen, the Product Hierarchy Maintenance job is designed to:

* A. It calls the ResolveProductHierarchyBatchJob, which serves the purpose of creating a streamlined version of the complete product hierarchy and then copying it into the data store sObject.

This function is essential for maintaining an organized and efficient product hierarchy, especially in large catalogs where managing relationships between numerous products can become complex. It ensures that the hierarchy is accurate and reflective of the current product configurations and relationships.

NEW QUESTION # 89

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. Before Sequence 10: Initialize Pricing Context
- B. Between Sequence 10: Initialize Pricing Context and Sequence 20: Load Price List Entries
- **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 # 90

How should the developer configure the products to support these requirements following best practices?

- **A. Create a Color attribute and assign it to an object type. Create products for each phone using the object type, and override the inherited Color attribute's picklist with a custom picklist.**

- B. Create an object type for each phone. Create a Color attribute, and assign it to each of the object types. On each object type, override the default picklist with custom picklist.
- C. Create a Color formula field on the Product2 object. Use a function to display different values depending on a product code lookup.
- D. Create Product2 record types for each phone. Create a Color attribute and assign it to the record types. Create global picklist for each set of possible colors, and assign the picklist to the recordtypes.

Answer: A

Explanation:

For configuring products to support various colors in a flexible and scalable manner, it's best to create a Color attribute and assign it to an object type. Then, create products for each phone using this object type. By overriding the inherited Color attribute's picklist with a custom picklist for each product, the developer can ensure that each phone model can have its unique set of available colors. This approach leverages Salesforce's object and attribute functionality to maintain clean data structures while allowing for customization at the product level.

NEW QUESTION # 91

Where do product images appear in the Cart?

- **A. In the Cart's Line Item pane**
- B. Product images must be configured in the Cart's templates
- C. In the Product Details modal window
- D. In the Product List

Answer: A

Explanation:

In Salesforce Industries CPQ, product images typically appear in the Cart's Line Item pane. This placement allows users to visually confirm the products they are selecting as they build their order within the cart.

Displaying images here enhances user experience by providing a clear and immediate visual reference for each product as part of the order summary and detail review process.

NEW QUESTION # 92

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