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Salesforce Certified Industries CPQ Developer Sample Questions (Q257-Q262):

NEW QUESTION # 257
Vlocity Product Attributes can be managed interchangeably either through Vlocity Product Console or the Aloha interface.

- A. False
- B. True

Answer: A

Explanation:
Vlocity Product Attributes cannot be managed interchangeably through both the Vlocity Product Console and the Salesforce Classic (Aloha) interface. The Vlocity Product Console is specifically designed to handle the complexities and specific features of Vlocity CPQ, including product attributes. Managing these attributes through the Vlocity Product Console allows for utilization of specific Vlocity tools and features that are not available in the traditional Salesforce Aloha interface. Thus, management of Vlocity attributes typically requires using the specialized interface provided by the Vlocity Product Console.

NEW QUESTION # 258
What does the affectivity date for a product's price list entry control?

- A. Whether an adjustment or an override can be used to discount the product
- B. Whether a pricing element is used or not
- C. Whether a pricing element can be paired with a pricing variable
- D. Whether the product displays in the Products list of the cart

Answer: D

Explanation:
The affectivity date for a product's price list entry in Salesforce Industries CPQ controls whether the product displays in the Products list of the cart. This date defines the period during which a specific price list entry is valid. If the current date falls within the affectivity date range, the product and its associated pricing are considered active and will display in the cart's product list. This helps manage the availability of products for sale based on temporal pricing strategies or promotional periods.

NEW QUESTION # 259
Which of these can be used to launch the Guided Selling process?
Note: This question displayed answer options in random order when taking this Test.

- A. Set up vlcCart to link to the regular Vlocity Cart
- B. Add a field on the Order for vlcCart
- C. Alter the Vlocity Cart by developing in JSON
- D. Create a Vlocity action to trigger the process

Answer: D

Explanation:
To launch the Guided Selling process in Salesforce Industries CPQ, you can: A. Create a Vlocity action to trigger the process: This method involves setting up a specific action within Salesforce that initiates the OmniScript of the Guided Selling process. This is typically done by configuring a custom action that can be activated from a UI element like a button or a link.
This approach is preferred because it allows for flexible integration into various parts of the Salesforce UI, making it accessible where needed and can be customized to trigger under specific conditions or contexts.
References:
* Salesforce Industries CPQ Developer Documentation.
* Practical examples of setting up actions for Guided Selling in Salesforce Industries CPQ training modules.

NEW QUESTION # 260
Which of these do you create to indicate the type of price that will be assigned to the product?

- A. Pricing variable
- B. Price list
- C. Price list entry

- D. Pricing element

Answer: C

Explanation:
In Salesforce Industries CPQ, to indicate the type of price that will be assigned to a product, you create a
"Price List Entry". This component specifies the actual price of a product or service within a specific price list. Each price list entry defines one price for a product in a given context, such as a specific market or customer segment. It directly ties the product to its pricing under certain conditions, ensuring accurate billing and quoting.

NEW QUESTION # 261
A developer has updated the price of a product but still sees the previous price in the Digital Commerce API response.
What job should the developer run to correct this issue?

- A. Regenerate Cached API Records job
- B. Populate API Cache job
- C. Migrate Cache Records job
- D. Delete Expired API Cache job

Answer: A

Explanation:
* Purpose of the Job:The Regenerate Cached API Records job rebuilds the cached records stored in the SBQQ__APICache__c object. This ensures that the latest data (e.g., updated prices, configurations, or rules) is reflected in API responses.
* It forces Salesforce CPQ to re-evaluate and re-cache all records based on the current configuration and pricing data.
* This job is explicitly designed to address scenarios where changes are not visible in API responses due to stale cache.
* When to Use It:
* After updating product prices, discount schedules, configuration rules, or attribute changes.
* When troubleshooting discrepancies between Salesforce CPQ data and API responses.
* How It Works:
* The job iterates through all relevant records (products, quotes, etc.) and regenerates their cached representations.
* This process updates the SBQQ__APICache__c table with fresh data, ensuring the Digital Commerce API returns accurate results.
https://help.salesforce.com/s/articleView?id=ind.comms_regenerate_cached_api_records.htm&type=5 When updates to product prices or configurations are made in Salesforce CPQ, the changes may not immediately reflect in the Digital Commerce API response due to cached data. The Regenerate Cached API Records job forces the system to rebuild the cached records with the latest data, ensuring the API returns updated values. Other jobs like "Populate API Cache" (initial population) or "Delete Expired API Cache" (cleanup) do not refresh existing cached records with new data. Why Regenerate Cached API Records (Option D) is Correct:
* A. Populate API Cache Job:
* This job initializes the cache for the first time (e.g., during CPQ setup).
* It does not update existing cached records after changes are made.
* B. Migrate Cache Records Job:
* This job transfers cached records between Salesforce orgs (e.g., during sandbox-to-production migrations).
* It is unrelated to refreshing data within the same org.
* C. Delete Expired API Cache Job:
* This job removes old cached records that are no longer valid (e.g., expired quotes).
* It does not regenerate or update active cached records with new data.
Why Other Options Are Incorrect:
* Salesforce CPQ Administration Guide:
* Explains the role of caching in CPQ and states:"The Regenerate Cached API Records job updates the cached data used by the Digital Commerce API. Run this job after making changes to products, prices, or rules to ensure the API reflects the latest configurations."(Source: Salesforce Help - Manage Cached Data for APIs) Explains the role of caching in CPQ and states:"The Regenerate Cached API Records job updates the cached data used by the Digital Commerce API. Run this job after making changes to products, prices, or rules to ensure the API reflects the latest configurations."(Source: Salesforce Help - Manage Cached Data for APIs)
* API Cache Object (SBQQ__APICache__c):
* The SBQQ__APICache__c object stores precomputed JSON representations of CPQ data for API efficiency.
* Regenerating this object ensures that API responses align with the latest data model.(Source:
Salesforce CPQ Developer Guide - APICache Object)

* Troubleshooting Stale Data:
* Salesforce recommends running the Regenerate Cached API Records job as a first step when API responses do not match CPQ configurations.(Source: Salesforce Knowledge Article
- Troubleshoot CPQ API Cache Issues)
Key References from Salesforce CPQ Documentation:
* Navigate to Setup # CPQ Settings # API Cache Jobs.
* Select Regenerate Cached API Records.
* Specify filters (e.g., products, quotes) or run it for all records.
* Monitor progress in the Jobs tab.
Steps to Run the Job:

NEW QUESTION # 262

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