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## Salesforce Certified Industries CPQ Developer Sample Questions (Q72-Q77):

### NEW QUESTION # 72

Which Integration Procedure is responsible for creating accounts?

- A. updateAddressViP
- B. saveCartVIP
- C. FetchAccountDetails
- D. SubmitOrderVIP

**Answer: C**

Explanation:

\* B. FetchAccountDetails: While the name might suggest it is for fetching details, in the context of Salesforce Industries CPQ, the FetchAccountDetails procedure can be responsible for creating accounts if configured to do so. This involves retrieving account details from an external system and updating or creating the account in Salesforce based on the retrieved data.

### NEW QUESTION # 73

In Vlocity Cart, what are the buttons in the top right of the cart header?

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

- A. Vlocity Actions
- B. Buttons defined in the cpq-cart-setup template
- C. Buttons defined on the Order sObject
- D. Buttons defined on the Salesforce layout

**Answer: B**

Explanation:

The buttons in the top right of the cart header in Vlocity Cart are configurable elements within the Salesforce Industries CPQ setup:

\* C. Buttons defined in the cpq-cart-setup template - These buttons are defined within the cart setup template, allowing for customization according to specific business processes or user interface needs.

This setup ensures that the buttons can perform the required actions directly from the cart, enhancing user experience and functionality.

### NEW QUESTION # 74

You want to show a starting price for a bundle with optional child products. What do you need to change?

- A. The display text to show the starting price
- B. The base price of the parent product
- C. The pricing element
- D. The price of all child products

**Answer: A**

Explanation:

\* D. The display text to show the starting price: When you want to show a starting price for a bundle that includes optional child products, the most straightforward adjustment you can make is to the display text associated with the bundle's pricing. This allows you to communicate to customers that the price shown is the base or starting price, which may increase depending on the selected options or configurations of child products.

### NEW QUESTION # 75

What does a time policy on a promotion determine? (Choose TWO)

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

- **A. The duration of the promotion**
- B. The purchase date of the promotion
- C. The start date of a the promotion
- **D. The end date of the promotion**

**Answer: A,D**

Explanation:

A time policy on a promotion primarily determines the temporal scope of the promotion, specifically:

\* The duration of the promotion (A): This defines how long the promotion will be active, from start to finish.

\* The end date of the promotion (D): This explicitly sets when the promotion will conclude.

These elements are critical for defining the availability and lifecycle of a promotional offer, ensuring that it aligns with strategic marketing plans and business objectives.

#### **NEW QUESTION # 76**

Which of these entities can you manage using the Product Console?

- **A. All of the Above**
- B. Product Attributes
- C. Products
- D. Picklists
- E. Object Types

**Answer: A**

Explanation:

\* E. All of the Above: The Product Console in Salesforce Industries CPQ allows for the management of various entities, including Picklists, Product Attributes, Object Types, and Products. This comprehensive tool is designed to centralize product management tasks, making it easier to update and maintain product-related information.

#### **NEW QUESTION # 77**

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