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Salesforce Certified Industries CPQ Developer Sample Questions (Q191-Q196):

NEW QUESTION # 191

You want to price the newest smartphone for B2B customers at \$999 , but \$900 for B2C customers. What is the best way to do it

- A. Create product bundles and create a pricing Override
- B. Assign the product to a pricebook and create two pricebook entries
- C. Create two versions of the smartphone product and create different pricing for each
- D. Use two different price list

Answer: B

Explanation:

To differentiate pricing for a product like a smartphone between B2B and B2C customers, the best approach is to assign the product to a pricebook and create two pricebook entries. This strategy allows for distinct pricing structures to be maintained within the same organizational framework, using separate pricebook entries to specify the \$999 price for B2B customers and the \$900 price for B2C customers. This setup leverages Salesforce's native functionality to manage differentiated pricing strategies efficiently within its CPQ system.

NEW QUESTION # 192

In Vlocity Context Rules, where can you set the rule fail level?

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

- A. Context Mapping
- B. Rule Condition
- C. Context Dimension
- **D. Rule Set**

Answer: D

Explanation:

In Vlocity (Salesforce Industries CPQ), the "Rule Fail Level" setting is an option that can be configured within a Rule Set. This setting determines the severity of the response when a rule evaluation fails. Placing this setting within the Rule Set allows administrators to manage how rule failures impact the overall processing of rules in the context of the product configuration or pricing scenarios. This level helps in managing how errors are handled and propagated in the rule evaluation flow, ensuring that the system can gracefully handle different types of rule failures according to business needs.

References:

- * Salesforce Industries CPQ Developer documentation on Rule Sets
- * Training materials focusing on rule management in Salesforce Industries CPQ

NEW QUESTION # 193

What could be wrong if a promotion does not appear THREE in the Promotions list of the cart? (Choose Note: This question displayed answer options in random order when taking this Test.

- A. No time plan is assigned to the promotion.
- B. No time policy is assigned to the promotion.
- **C. The Effective From date of the promotion is missing.**
- **D. The Effective Until date of the promotion is in the past.**
- **E. The promotion status is not active.**

Answer: C,D,E

Explanation:

If a promotion does not appear in the Promotions list of the cart in Salesforce Industries CPQ, several factors could be responsible:

* The Effective From date of the promotion is missing (A): A missing effective date means that the promotion does not have a defined start time, which can prevent it from appearing in the list.

* The Effective Until date of the promotion is in the past (B): If the effective until date is already past, the promotion is considered expired and will not be displayed.

* The promotion status is not active (C): For a promotion to be available and visible in the cart, its status must be set to active. An inactive status will hide the promotion from users.

These conditions are essential for managing the lifecycle and visibility of promotions within the CPQ system, ensuring that only current and relevant promotions are available for selection.

NEW QUESTION # 194

In a Guided Selling interaction, how could you retrieve products filtered by object type?

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

- **A. Use a DataRaptor to create a filter**
- B. Use the Type field of Salesforce
- C. Add a reusable OmniScript

- D. Use a text query to find the object type

Answer: A

Explanation:

In Guided Selling interactions within Salesforce Industries CPQ, retrieving products filtered by object type can efficiently be handled using a DataRaptor. DataRaptors are powerful tools designed to extract, transform, and load data specific to Salesforce and Vlocity. By setting up a DataRaptor to filter data based on the Type field or any specific criteria related to object types, users can dynamically pull relevant product sets into the guided selling process, enhancing both user experience and system performance.

NEW QUESTION # 195

In Vlocity Context Rules, what is one reason to explicitly define a context scope and not use the ANY context scope?

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

- **A. To increase rule maintainability**
- B. To allow use by a context function
- C. To allow use in an object-level rule
- D. To limit the number of fields that are retrieved and stored in the session cache

Answer: A

Explanation:

Explicitly defining a context scope in Vlocity Context Rules, rather than using the ANY context scope, primarily serves to increase rule maintainability. By specifying a particular scope, administrators can better manage and understand the application and impact of context rules. This targeted approach reduces complexity and enhances the clarity of the rule structure, making it easier to update, modify, and audit rules as business requirements evolve. This specificity helps prevent

NEW QUESTION # 196

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