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Salesforce Certified Industries CPQ Developer Sample Questions (Q166-Q171):

NEW QUESTION # 166

A guided process allows you to create new product bundles in the Cart.

- A. False
- B. True

Answer: B

Explanation:

* A. True: In Salesforce Industries CPQ, a guided process does indeed allow users to create new product bundles directly in the Cart. This feature supports dynamic bundling capabilities where users can configure products and their respective components into custom bundles based on specific customer needs or predefined templates.

NEW QUESTION # 167

Which of these is part of a pricing element? (Choose TWO)

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

- A. Whether the charge is a cost or price
- **B. The price category**
- **C. The charge (amount)**
- D. The currency code

Answer: B,C

Explanation:

In Salesforce Industries CPQ, components of a pricing element include: A. The price category: This categorizes the pricing logic applied, such as standard pricing, promotional discounts, or custom pricing. C.

The charge (amount): This is the actual price or cost associated with the pricing element, whether it's a fixed amount, a percentage discount, or any other price adjustment.

These elements are critical in defining how prices are structured and applied within Salesforce Industries CPQ, ensuring clear pricing strategies are maintained across products and sales.

References:

* Salesforce Industries CPQ Pricing Configuration Guide.

* Detailed descriptions of pricing elements in Salesforce Industries CPQ documentation.

NEW QUESTION # 168

In Guided Selling, in order to ensure that your script will be portable from your dev org to your production org, you should specify the price list by:

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

- A. Include a key/value pair in the remote action containing the remote method createCart.
- B. Using a DataRaptor to retrieve the price list Id.
- **C. Include the price list Id in the vlcCart settings.**
- D. Create a key/value pair with SObject being the key and %pricelistId% being the value.

Answer: C

Explanation:

In Guided Selling, to ensure portability of scripts from a development org to a production org, specifying the price list in the vlcCart settings is a recommended practice. By including the price list ID directly within these settings, the script remains independent of hard-coded identifiers, which might change between different Salesforce environments. This approach ensures that the cart can dynamically reference the correct price list ID, regardless of the deployment environment, thus maintaining consistency and reducing errors during migrations.

NEW QUESTION # 169

Which functionality can a developer use to include or exclude an attribute picklist value based on the value of another attribute?

- A. Object types
- **B. Context rules framework**
- C. Product configuration procedures
- D. Attribute metadata

Answer: B

Explanation:

To control the availability of attribute picklist values based on other attributes within a product configuration, a developer should use the Context Rules Framework. This functionality allows developers to set conditions and rules that include or exclude certain options based on the values of other attributes. For instance, selecting a particular attribute value can dynamically limit the choices available in another attribute, ensuring that only relevant and compatible configurations are possible.

NEW QUESTION # 170

What do you use to take 20% off the price of a child product in a promotion?

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

- A. An adjustment
- B. A price list
- C. An override
- D. A price list entry

Answer: A

Explanation:

To take 20% off the price of a child product in a promotion, you would use an "adjustment." Adjustments in Vlocity CPQ allow for the modification of prices by a percentage or fixed amount, directly influencing the price based on specific promotional rules or conditions. This method is highly effective for applying discounts in a dynamic and flexible manner, accommodating various promotional strategies.

NEW QUESTION # 171

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