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Valid Ind-Dev-201 Test Camp | Salesforce Ind-Dev-201 Vce Format: Salesforce Certified Industries CPQ Developer Finally Passed

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Salesforce Certified Industries CPQ Developer Sample Questions (Q157-Q162):

NEW QUESTION # 157

When Vlocity Cart builds the product list, which type of rule is processed first?

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

- A. Advanced Rule - Configuration Validation (Compatibility)
- B. Context Rule - Qualification
- C. Advanced Rule - Availability

- **D. Advanced Rule - Eligibility**

Answer: D

Explanation:

When Vlocity Cart builds the product list, the type of rule that is processed first is:

* Advanced Rule - Eligibility (C): This type of rule determines whether a customer is eligible for a product based on certain criteria such as customer attributes or service qualifications. Processing eligibility rules first ensures that only relevant and permissible products are presented to the user, streamlining the product selection and configuration process.

NEW QUESTION # 158

Context mappings can be configured from the context dimension or the context scope.

- **A. True**
- B. False

Answer: A

Explanation:

Context mappings in Salesforce Industries CPQ can indeed be configured either from the context dimension or the context scope. This dual configurability allows for a more versatile application of context settings, making it possible to adjust mappings based on the specific requirements of dimensions or scopes within the data model. This flexibility is essential for tailoring the system to meet complex business rules and scenarios.

NEW QUESTION # 159

Asset-based ordering capabilities are powered by which OmniStudio features?

- **A. FlexCards and OmniScript**
- B. Calculation Procedures and Matrices
- C. OmniScript and Integration Procedures
- D. OmniScript and Calculation Matrices

Answer: A

Explanation:

Asset-based ordering capabilities in Salesforce Industries CPQ are primarily powered by "FlexCards and OmniScript." FlexCards provide a flexible, configurable interface for displaying asset data, while OmniScript facilitates the scripting of interactive processes that manage and guide the user through asset-based ordering activities. Together, these features allow for dynamic and visually rich asset management and ordering processes, supporting complex business logic and user interactions effectively within the CPQ solution.

NEW QUESTION # 160

The Cart header shows a running total of purchases made by the customer.

- **A. True**
- B. False

Answer: A

Explanation:

In the Salesforce Industries CPQ environment, the cart header indeed displays a running total of purchases made by the customer. This feature is crucial for providing customers with real-time feedback on their selections and total expenditures as they configure products or services. It enhances transparency and helps customers make informed decisions about their purchases throughout the sales process.

NEW QUESTION # 161

Sarah works from home and her internet connectivity is dropping sporadically making it difficult to get her work done. She has

increasingly become dissatisfied with her internet provider and finally has reached her breaking point. Sarah calls her internet provider to complain. In an attempt to remedy the situation, the CSR offers Sarah 20% off her monthly charges for the next 12 months. Sarah accepts. What type of discount is described in this scenario?

- A. Order-Based
- **B. Contract-Based**
- C. Account-Based

Answer: B

Explanation:

In this scenario, the discount offered by the customer service representative (CSR) to Sarah is a contract-based discount. This type of discount is applied as part of an agreement or contract renegotiation in response to a specific issue or to retain a customer, in this case, due to dissatisfaction with the service. The discount applies to future billing cycles (12 months), indicating it modifies the terms of the ongoing service contract rather than just a single order or account-wide policy.

NEW QUESTION # 162

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