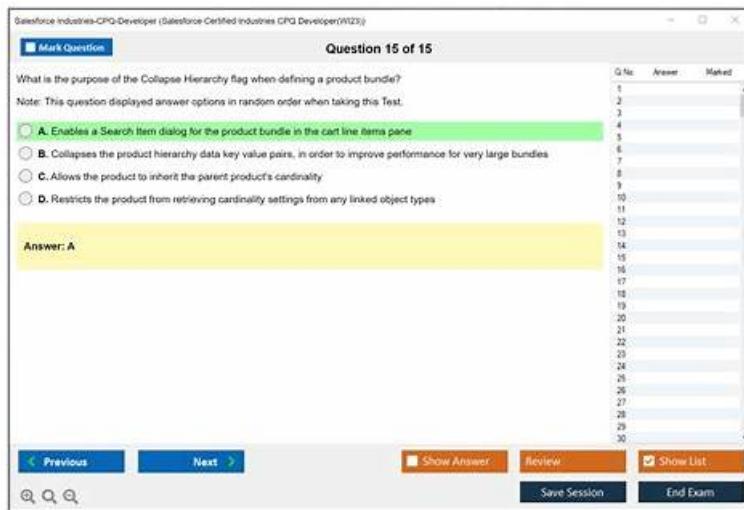


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The Salesforce Industries-CPQ-Developer Exam is designed to test an individual's knowledge of Salesforce CPQ implementation and customization. It also covers advanced concepts such as quote generation, product configuration, pricing strategies, and contract management. Additionally, it tests the ability of an individual to handle complex sales processes and meet specific industry requirements.

## Salesforce Certified Industries CPQ Developer Sample Questions (Q243-Q248):

### NEW QUESTION # 243

In Vlocity CME, what is Field Mapper?

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

- A. A configuration tool that maps fields to product attributes
- **B. a declarative tool to configure field mappings from opportunities to quotes to orders**
- C. A configuration tool used to map fields to template bindings
- D. A data loading tool used to import product catalog data

**Answer: B**

#### **NEW QUESTION # 244**

To ignore the base price of a child product in a promotion and change it to a different price, what would you use?

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

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

**Answer: C**

#### **NEW QUESTION # 245**

Vlocity Cart displays what five fields in the Line Item Cart pane?

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

- **A. Quantity, Recurring Charge, Recurring Total, One Time Charge, One Time Total**
- B. Quantity, Recurring Charge, One Time Total, Total Charges, Discount %
- C. It is based on user selection.
- D. It is based on fields defined in the cpq-cart-setup template.

**Answer: A**

#### **NEW QUESTION # 246**

If you want the user to select a value for a product attribute during order capture, what attribute metadata flag must be set via Vlocity Product Console?

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

- A. Has Attribute
- **B. Run-time Configurable**
- C. Has Rule
- D. Required

**Answer: B**

#### **NEW QUESTION # 247**

When viewed in the Price Details window, which of these can be used to detect the adjustments that have been applied to a line item in the cart? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. The display text of the product description
- B. The display text of the price list
- C. The display text of the base price
- **D. The display text of the pricing override**
- **E. The display text of the pricing adjustment**

**Answer: D,E**

#### **NEW QUESTION # 248**

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