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## Salesforce Certified Industries CPQ Developer Sample Questions (Q21-Q26):

### NEW QUESTION # 21

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 end date of the promotion**

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

**Answer: A,B**

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 (C): 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 # 22

The "Take Me There" icon in Vlocity Cart does what?

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

- A. Navigates the user to the Line Item details Modal and highlights lines that require configuration
- B. Returns the user to the Order Detail page to correct configuration errors
- C. Opens thePrice List associated with the cart line items
- D. Takes the user to the Product Catalog

**Answer: A**

Explanation:

The "Take Me There" icon in Vlocity Cart is designed to streamline the configuration process within the cart.

When a user clicks this icon, it navigates them directly to the Line Item Details Modal. This feature is particularly useful in complex configurations where specific line items require additional information or selection choices. The modal not only brings the user to the correct location for making these configurations but also highlights the specific lines that need attention, thereby reducing the effort and time required to identify and address configuration issues.

### NEW QUESTION # 23

Which TWO statuses are seen by default from the Orders tab?

- A. Salesforce Status
- B. Salesforce Industries Order Status
- C. State of the Orchestration Plan itself
- D. PONR Status
- E. State of taskswithin an Orchestration Plan

**Answer: B,C**

Explanation:

From the Orders tab in Salesforce Industries CPQ and OM, the two statuses that are typically seen by default are the state of the Orchestration Plan itself and the Salesforce Industries Order Status. The Orchestration Plan status provides insights into where an order is in the overall process flow, which is crucial for managing complex order processes. The Salesforce Industries Order Status gives a clear indication of the current standing of the order within the Salesforce ecosystem, helping stakeholders understand the order's progress and any required actions.

### NEW QUESTION # 24

A price list: (Choose THREE)

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

- A. Is the same as a price book.
- B. Is used to create pricing variables.
- C. Can be a parent price list or child price list.
- D. Is always associated with a price book.
- E. Contains price list entries.

**Answer: C,D,E**

Explanation:

In Salesforce Industries CPQ, a price list: A. Is always associated with a price book: Price books contain one or more price lists, which in turn include specific pricing information for products. C. Contains price list entries: These are specific entries in a price list that define the price of products under various conditions. D.

Can be a parent price list or child price list: This allows for hierarchical pricing structures where a parent price list can influence or control pricing in associated child price lists.

This structure supports flexible, multi-level pricing strategies that can adapt to different business needs and market conditions.

References:

\* Salesforce Industries CPQ Pricing Documentation.

\* Detailed guidelines on setting up and managing price books and price lists in Salesforce Industries CPQ.

## NEW QUESTION # 25

Which two use cases are supported using context rules?

- **A. If a customer qualifies for a promotion**
- B. If a penalty applies when cancelling a promotion
- C. Modifying product attribute values
- D. Recommending another product when a product is added to the cart
- E. When one product is added to the card another product is excluded
- **F. Requiring another product when a product is added to the cart**

**Answer: A,F**

Explanation:

In Salesforce Industries CPQ, context rules allow customization of interactions based on specific conditions in the CPQ process.

The correct use cases supported by context rules include:

\* A. If a customer qualifies for a promotion: Context rules can be used to determine if specific criteria are met for a customer to qualify for a promotion based on their attributes or interaction history.

\* D. Requiring another product when a product is added to the cart: This scenario is supported where a context rule can specify that adding a particular product to a cart triggers the requirement to include another specific product, ensuring bundle compliance or cross-sell opportunities.

## NEW QUESTION # 26

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