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## Salesforce Certified Industries CPQ Developer Sample Questions (Q241-Q246):

### NEW QUESTION # 241

What does the HTML template control in the Guided Selling cart?

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

- A. The vertical or horizontal appearance of the cart
- B. The order status
- C. JSON for the price list Id
- D. Product filters to retrieve specific products
- E. Remote methods to be used for the cart

**Answer: A**

Explanation:

In Guided Selling, the HTML template is crucial for controlling the visual layout of the cart, specifically its vertical or horizontal appearance. This configuration affects how products and options are displayed to the user, impacting the user experience and interface design. By customizing the HTML template, developers can ensure the cart aligns with the overall design and usability goals of the Guided Selling process, making it easier for users to navigate and interact with their selections.

### NEW QUESTION # 242

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

**Answer: A,E**

Explanation:

In Salesforce Industries CPQ, when viewing adjustments in the Price Details window of a cart line item, the elements that indicate the applied adjustments include: B. The display text of the pricing adjustment: This text shows any changes made to the line item's price due to discounts, promotions, or other pricing rules. C.

The display text of the pricing override: This shows when the price has been manually overridden, different from the system-calculated price based on the standard pricing structure.

These display texts provide clear, direct evidence of any modifications to the pricing structure at the line item level, aiding users in understanding how the final prices were determined.

References:

\* Salesforce Industries CPQ User Guide.

\* Documentation on managing pricing adjustments in Salesforce Industries CPQ.

### NEW QUESTION # 243

A developer configures a context rule to allow customer with Premium Service Level agreements (SLA) to be eligible for Premium Device products. To test the rule, the developer creates an order for a Premium SLA customer and configures the order in the Cart. In the Cart, the developer notices the Premium Device product is displayed only under the Disqualified tab and cannot be added to the Cart.

What is causing this issue?

- A. The Clear Managed Platform Cache job has not been run.
- B. The rule does not have the active property selected.
- C. The rule set has not been assigned to the Premium Device product.
- D. The Product Hierarchy Maintenance job has not been run.

**Answer: C**

Explanation:

If the Premium Device product is displayed under the Disqualified tab in the cart, this typically indicates that the context rule set meant to qualify this product for customers with a Premium SLA has not been properly associated with the product. The context rule itself must be actively linked to the specific product it's intended to qualify: C. The rule set has not been assigned to the Premium Device product: Ensuring that the rule set is correctly assigned to the product will allow the rule to be evaluated during the cart and order configuration process, qualifying the product for addition to the cart.

#### NEW QUESTION # 244

Once a line item is configured in Vlocity Cart, products must be removed and re-added to change configuration.

- A. False
- B. True

**Answer: A**

Explanation:

It is false that once a line item is configured in Vlocity Cart, products must be removed and re-added to change configuration. Users can modify configurations directly within the cart without needing to remove and re-add items, offering flexibility and efficiency in managing cart contents.

#### NEW QUESTION # 245

Carole White is a customer of the Family Simple Choice Plan, and she decides she would like to add the Smart Cloud Security product. When the agent changes the current asset to an order to add the new product, what will the line item action status be for the Family Simple Choice Plan in the order?

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

- A. Add
- B. Change
- C. Existing
- D. Configured

**Answer: B**

Explanation:

When an existing customer like Carole White decides to add a new product to her current subscription, such as the Smart Cloud Security product, the action status of the existing subscription (Family Simple Choice Plan) in the Salesforce Industries CPQ context typically updates depending on the nature of the change:

\* B. Change - Since Carole is adding a product to her existing plan, the line item action status for the Family Simple Choice Plan will be marked as "Change." This status indicates that the existing asset is being modified rather than being newly added or merely existing without modifications.

#### NEW QUESTION # 246

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