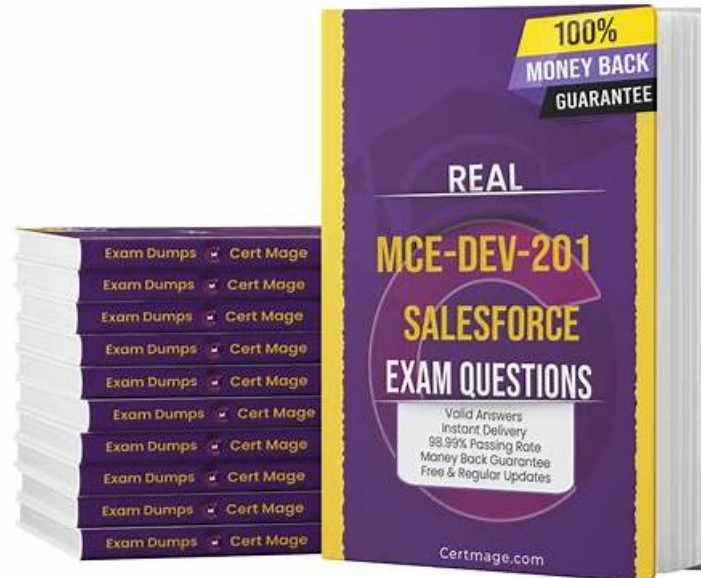


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## Salesforce Certified Industries CPQ Developer Sample Questions (Q67-Q72):

NEW QUESTION # 67

A price list: (Choose THREE)

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

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

**Answer: A,C,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 # 68

A company is building a B2C website for its customers. The company wants to allow its customers to buy its products online, so they are designing the website to support a self-service selling journey, when the company launches new promotions, website traffic dramatically increases by several million API calls.

Which type of APIs should the developer use to meet these requirements?

- A. Cart-Based APIs
- B. Data Raptor APIs
- C. Digital Commerce APIs
- D. integration Procedure APIs

**Answer: C**

Explanation:

For a B2C website designed to handle high traffic and enable customers to purchase products online, the most appropriate API type to use is the Digital Commerce APIs. These APIs are designed specifically for digital commerce scenarios, supporting scalable, self-service interactions directly with customers through a digital channel. They handle product browsing, cart management, and checkout processes efficiently, even under the significant load of several million API calls, which can occur during new promotions. Digital Commerce APIs are optimized for high-volume, public-facing websites and applications, making them ideal for the scenario described.

#### NEW QUESTION # 69

Before you build a promotion, which of these questions should you answer? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. What billing system is used for each product?
- B. Which products have no base price?
- C. When does the subscription start and end?
- D. How long is the subscription commitment for the promotion?

**Answer: A,D**

Explanation:

Before building a promotion, it is crucial to answer the following questions:

\* A. How long is the subscription commitment for the promotion?: Understanding the duration of the subscription commitment helps in defining the terms of the promotion and ensures that promotional offers align with customer expectations and business goals.

\* C. What billing system is used for each product?: Knowing the billing system for each product included in the promotion is

essential for seamless integration and operation. It ensures that all transactions are processed correctly and aligns the promotional terms with the capabilities and constraints of the billing system in use.

These questions help in structuring promotions that are not only attractive to customers but also viable and sustainable from a business operation perspective, ensuring they can be supported by the existing technical and administrative frameworks.

#### NEW QUESTION # 70

To price a promotion with a flat charge and ignore the rolled up total of the child product prices, you can:

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

- A. Limit the minimum amount of purchase on all child products to zero.
- B. Go to the order and change the price list you are using.
- C. Adjust the base price of all child products to zero and assign a charge to the parent product of the promotion.
- D. Include in the promotion only child products with a base price of zero.

**Answer: C**

Explanation:

To price a promotion with a flat charge while ignoring the rolled-up total of the child product prices, the most effective method is to adjust the base price of all child products to zero and assign a specific charge to the parent product of the promotion. This approach ensures that the total price of the promotion is controlled solely by the charge assigned to the parent product, making the child products essentially free or included in the total price of the promotion. This is often used in bundle deals where the overall price is more important than the individual component costs.

#### NEW QUESTION # 71

What can a developer use to make sure a subscription ends at the end of the subscription plan?

- A. A time policy
- B. A time plan
- C. An Effective Until date
- D. An Effective From date

**Answer: C**

Explanation:

To ensure a subscription ends at the end of the subscription plan, a developer can use "An Effective Until date." This date specifies the precise day on which the subscription will cease to be active. Setting an Effective Until date directly in the subscription setup allows the system to automatically terminate the subscription at the end of the specified period, ensuring accurate billing cycles and service durations without manual oversight.

#### NEW QUESTION # 72

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