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Salesforce Certified Industries CPQ Developer Sample Questions (Q95-Q100):

NEW QUESTION # 95

A product does not need a baseprice to:

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

- A. Have rules associated with it
- B. Show up as a pricing variable
- C. Appear in the cart
- D. Indicate the type of price it is

Answer: C

Explanation:

In Salesforce Industries CPQ, a product does not necessarily require a base price to appear in the cart. The CPQ system allows products to be added to the cart even if they do not have an explicitly defined base price; this is useful in scenarios where products are priced dynamically based on configurations, usage, or through custom pricing methods that are applied during the sales process. This functionality supports more flexible pricing strategies and complex product offerings.

NEW QUESTION # 96

Which two actions are taken by the checkout method? Choose 2 answers

- A. Validates the pricing and configuration of the items
- B. Invokes a calculation procedure to validate and finalize pricing
- C. Moves the opportunity, quote or order to the next state of the ordering process
- D. Invokes an integration procedure to fulfil the order

Answer: A,C

Explanation:

The checkout method in Salesforce Industries CPQ typically performs several key actions during the transaction process. Two of these actions are: A. Validates the pricing and configuration of the items: This ensures that all products in the cart or order are correctly priced and configured according to current business rules and product definitions. B. Moves the opportunity, quote, or order to the next state of the ordering process: This is a critical step in advancing the sales process towards completion, transitioning the transactional documents to stages such as pending, confirmed, or completed based on the defined workflow.

NEW QUESTION # 97

Which of the following entities can be managed using Vlocity ProductConsole? (Choose FOUR) Note: This question displayed answer options in random order when taking this Test.

- A. Field mappings
- B. Object types
- C. Picklists
- D. Configuration/Validation rules
- E. Products
- F. Product attributes
- G. Advanced Rules
- H. Attribute categories

Answer: D,E,F,H

Explanation:

The Vlocity ProductConsole, a tool within Salesforce Industries CPQ, is designed to manage several aspects of product configuration, including:

* B. Product attributes: These are specific characteristics of a product, like size, color, or capacity, that can be managed directly within the ProductConsole.

* D. Products: Fundamental entities like products themselves are managed here, allowing for setup and modifications of product details.

* E. Attribute categories: These help in organizing attributes into logical groups, making them easier to manage and apply across various products.

* F. Configuration/Validation rules: These rules ensure that product configurations are valid and meet predefined criteria, critical for maintaining data integrity and business logic in product offerings.

These entities are crucial for effective product management and are centrally managed within the ProductConsole to ensure consistency and ease of access.

NEW QUESTION # 98

A company has two telesales teams: one that does business in Russian and another that does business in English. The developer decides to enable the multi-language feature in the shared catalog. However, during testing, Russian translations do not display in the Cart.

Which three things should the developer verify?

Choose 3 answers

- A. Russian translations for the products exist in the StringTranslation object.
- B. Users Language is set to Russian.
- C. The Russian Locale is activated in the Vlocity Locale Code picklist.
- D. User's Locale is set to Russian.
- E. Russian translations for the products exist in the Translation Workbench.

Answer: A,B,D

Explanation:

When enabling the multi-language feature in Salesforce CPQ for a shared catalog, ensuring that the Russian translations display in the cart requires several checks:

* User's Locale is set to Russian: The user's locale determines which language settings the system uses to display UI elements and product information.

* Russian translations for the products exist in the StringTranslation object: Salesforce uses the StringTranslation object to store translations of various text elements in multiple languages. It's crucial that the product descriptions and other relevant text are available in this object.

* Users Language is set to Russian: This setting ensures that the system recognizes the user's preferred language for all interactions, including viewing product information in the cart.

These settings ensure that when a user who prefers Russian accesses the CPQ system, they see product descriptions and other relevant information in Russian, enhancing the user experience and ensuring clarity in communication.

NEW QUESTION # 99

When you add a condition, which option allows you to select a context dimension?

- A. Function
- B. Simple

Answer: B

Explanation:

* B. Simple: When adding a condition in the context rule framework of Salesforce Industries CPQ, the

"Simple" option allows you to select a context dimension. This option facilitates the straightforward application of predefined criteria or attributes, making it easier to configure rules based on specific, easily defined parameters.

NEW QUESTION # 100

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