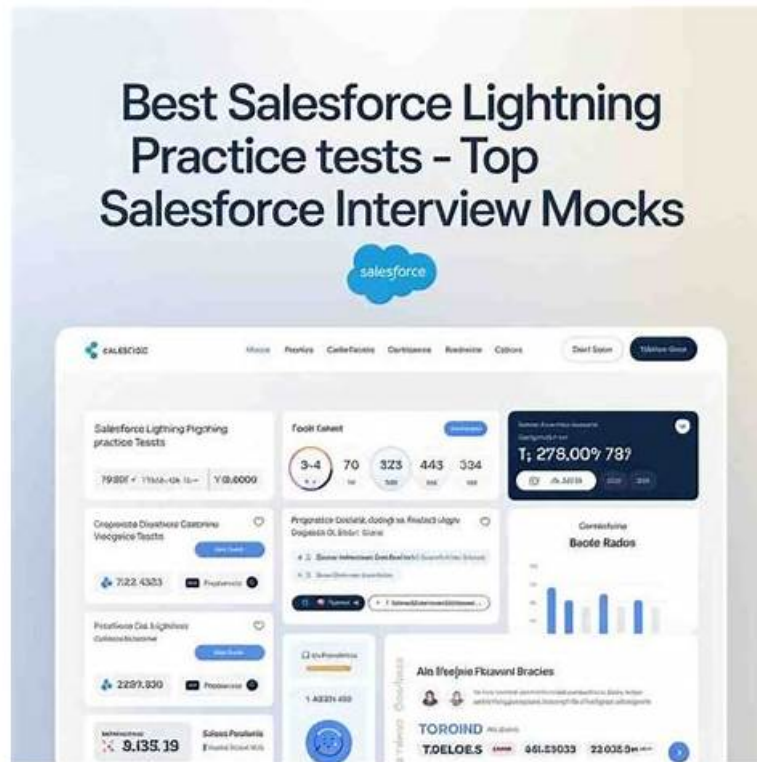


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Salesforce Certified Industries CPQ Developer Sample Questions (Q244-Q249):

NEW QUESTION # 244

Choose the accurate statement below.

- A. asa promotion to customers
- **B. Products can be set as non*assetizable**
- C. Setting a product as not assetizable ensures that the product is offered
- D. Existing customer assets must be marked as assetizable

Answer: B

Explanation:

* A. Products can be set as non-assetizable: In Salesforce Industries CPQ, products can be configured as non-assetizable. This means they do not become customer assets upon purchase. This setting is used for products that do not require post-sale services or tracking as assets, such as disposable items or those that do not require installation or maintenance.

NEW QUESTION # 245

Deleting an item in Vlocity Cart triggers the applicable CPQ rules and pricing engines to run.

- A. False
- **B. True**

Answer: B

Explanation:

In the Salesforce Industries CPQ framework, interactions with the cart, including adding or deleting items, trigger evaluations of applicable rules and pricing recalculations:

* A. True - Deleting an item from the Vlocity Cart does indeed initiate the re-evaluation of relevant CPQ rules and pricing engines. This ensures that any changes in the cart are reflected immediately in the pricing and that all rules are correctly applied based on the new cart composition.

NEW QUESTION # 246

Which two aspects of a promotion are determined by its time policy?

Choose 2 answers

- A. The purchase date
- **B. The end date**
- **C. The duration**
- D. The start date

Answer: B,C

Explanation:

In the context of a promotion within Salesforce Industries CPQ, the time policy determines several temporal aspects of the promotion, specifically the duration and the end date. The duration defines how long the promotion will last from its start, while the end date specifies the exact calendar date when the promotion will conclude. These settings ensure that promotions are automatically managed according to the predefined temporal criteria, simplifying the administration of sales and marketing campaigns.

NEW QUESTION # 247

Which of these can you use to indicate a child product of a promotion is decreased by \$5.00?

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

- A. Redeemable code
- B. Override
- C. Price list adjustment
- **D. Adjustment**
- E. Product code

Answer: D

Explanation:

To indicate that a child product of a promotion is decreased by \$5.00, you would use an "adjustment." An adjustment in this context refers to a direct modification of the product's price by a specific amount, in this case, reducing the price by \$5.00. This type of pricing adjustment is straightforward and effective for applying specific monetary discounts to products within a promotion, providing clear and direct financial incentives to customers.

NEW QUESTION # 248

To change the time plan or time policy of a child product in a promotion, you change it in:

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

- A. The rule associated with the promotion
- B. The charge adjustment or override
- C. The pricing element
- D. The price list

Answer: C

Explanation:

To change the time plan or time policy of a child product in a promotion, it should be adjusted in the pricing element associated with that product. The pricing element is where various terms including durations and conditions related to pricing are configured.

Adjusting the time plan or policy here allows these terms to be specifically tailored to individual products within a promotion.

* The pricing element (D): This component of the pricing structure in Salesforce Industries CPQ is crucial for setting and managing temporal terms of pricing adjustments or conditions.

NEW QUESTION # 249

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