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Salesforce Certified Industries CPQ Developer Sample Questions (Q270-

Q275):

NEW QUESTION # 270

For product relationships, select a product in the Related Product field to modify attributes based on non- product-related factors.

- A. True
- B. False

Answer: B

Explanation:

* B. False: In the context of product relationships within Salesforce Industries CPQ, the Related Product field is used to specify products that have a direct relationship with the main product, typically for purposes such as bundling or compatibility. Modifying attributes based on non-product-related factors would not typically be managed through this field but rather through different aspects of rule configuration or customization settings.

NEW QUESTION # 271

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

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

Answer: A

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 # 272

In which two cases should a developer use child price lists? Choose 2 answers

- A. Changing the pricing of child products in bundles
- B. Creating pricing for different regions
- C. Creating pricing for products that are only available to certain customers using context rules
- D. Changing the pricing of the parent product in a bundle

Answer: B,C

Explanation:

Child price lists are ideally used in scenarios where differentiated pricing strategies are required. For example:

A: Creating pricing for different regions: Child price lists can be used to manage region-specific pricing, accommodating different currencies, tax rates, and market conditions. D. Creating pricing for products that are only available to certain customers using context rules: Child price lists can help manage pricing that needs to vary based on specific customer characteristics or purchasing conditions, which can be defined using context rules. This allows for targeted pricing strategies that cater to niche market segments or specific customer groups.

NEW QUESTION # 273

The Communications Cloud...

- A. Minimizes order capture and fulfillment.
- B. Is based on a three-tier communications data model.
- C. Includes a shared product catalog

Answer: B,C

Explanation:

The Communications Cloud in Salesforce Industries operates with a distinct architecture and feature set:

* A. Is based on a three-tier communications data model: This is true as the Communications Cloud utilizes a comprehensive data model specifically designed to manage the complexities of the telecommunications industry. This model includes layers for managing customer information, service subscriptions, and network inventory.

* B. Includes a shared product catalog: The Communications Cloud features a shared product catalog that allows for consistent product information management across different channels and customer segments, facilitating a unified approach to product offerings.

NEW QUESTION # 274

Where do product images appear in the Cart?

- A. In the Product Details modal window
- B. Product images must be configured in the Cart's templates
- C. In the Cart's Line Item pane
- D. In the Product List

Answer: C

Explanation:

In Salesforce Industries CPQ, product images typically appear in the Cart's Line Item pane. This placement allows users to visually confirm the products they are selecting as they build their order within the cart.

Displaying images here enhances user experience by providing a clear and immediate visual reference for each product as part of the order summary and detail review process.

NEW QUESTION # 275

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