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Salesforce Certified Industries CPQ Developer Sample Questions (Q100-Q105):

NEW QUESTION # 100

To place a flat price on a bundle, you would: {Choose TWO}

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

- A. Change the child products that are not optional to zero
- B. Change the price of the parent product to zero
- C. Do nothing, you can't create a bundle with a flat price
- **D. Change the price of the parent product to the total price of the bundle**
- **E. Change the child product prices to zero**

Answer: D,E

Explanation:

To apply a flat price to a bundle in Salesforce Industries CPQ, the following steps can be taken: A. Change the child product prices to zero: This ensures that the individual components of the bundle do not contribute additional cost beyond the flat price set for the bundle. D. Change the price of the parent product to the total price of the bundle: This sets the overall price for the bundle, ensuring that the entire package is sold at the intended flat rate.

These steps allow the bundle to be sold as a single unit with a predefined price, simplifying the pricing structure and making it easier for customers to understand the total cost.

References:

- * Salesforce Industries CPQ Configuration Guide on Bundles.
- * Training materials on managing bundle pricing in Salesforce Industries CPQ.

NEW QUESTION # 101

What is Vlocity Guided Selling used for? (Choose FOUR)

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

For customers and partners who can self-order

- A. To use functions not found with the Vlocity Cart for order capture
- **B. To reduce average call handling time and agent training**
- **C. To train agents in selling processes before they use the regular Vlocity Cart**
- D. To replace the regular Vlocity Cart for order capture
- **E. To provide a better customer experience**
- **F. To include helpful instructions for agents**

Answer: B,C,E,F

Explanation:

Vlocity Guided Selling is used for enhancing the sales process by guiding sales agents or customers through a streamlined, step-by-step sales journey. This tool is instrumental in reducing average call handling times and training requirements for agents (A), improving the overall customer experience by providing a more interactive and directed sales process (B), and including helpful instructions that aid agents during the sales process (F). Additionally, it's used in training environments to prepare agents before they use the regular Vlocity Cart, ensuring they are familiar with the sales processes and system functionalities (E).

References:

- * Salesforce Industries CPQ documentation on Guided Selling.
- * Training materials for Salesforce Industries CPQ Guided Selling features.

NEW QUESTION # 102

Which of these requires a calculation that uses the base price?

- A. The pricing variable of the price
- B. An override of the price
- C. The pricing element of the price
- **D. An adjustment of the price**

Answer: D

Explanation:

* B. An adjustment of the price: Adjustments to the price typically require a calculation that uses the base price as a reference point. These adjustments can be discounts, surcharges, or other modifications that alter the base price based on specific conditions or customer selections.

NEW QUESTION # 103

Compatibility rules use product relationships as their rule action.

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

Answer: B

Explanation:

* A. True: Compatibility rules in Salesforce Industries CPQ indeed use product relationships as their rule action. These rules leverage the relationships defined between products to apply business logic, ensuring that products added to the cart are compatible with each other based on predefined criteria.

NEW QUESTION # 104

When you assign a time plan to a child product in a promotion, what does the time plan affect?

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

- A. Which customers are eligible for the child product
- B. When the entire promotion expires
- **C. When the time plan begins for the child product**
- D. How long the price of the child product is changed by the promotion

Answer: C

Explanation:

Assigning a time plan to a child product within a promotion specifically affects when the time plan begins for that child product. The time plan dictates the start of the promotion's applicability to the child product, setting the parameters for how and when the promotional conditions become effective. This timing control is crucial for managing promotional campaigns effectively, ensuring that promotions start and end at intended times, aligning with marketing strategies and customer engagement plans.

NEW QUESTION # 105

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