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to your needs.

Salesforce Certified Industries CPQ Developer Sample Questions (Q179-Q184):

NEW QUESTION # 179

Each time a new smartphone is offered, the company wants to automatically decrease its price over time. How could this be done?

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

- A. Using a rule and time plans to control effectivity
- B. Using a rule and time policies to control effectivity
- C. Using multiple price lists with effectivity time frames
- **D. Using price list entries with effectivity time frames**

Answer: D

Explanation:

To automatically decrease the price of a new smartphone over time within Salesforce Industries CPQ: D.

Using price list entries with effectivity time frames: This method allows for setting different prices for the same product that automatically become effective at predefined times. By creating multiple price list entries for the smartphone each with different prices and specific start dates, the system can automatically update the price based on the current date.

This approach simplifies managing price reductions over a product's lifecycle, making it efficient to implement and transparent to users.

References:

* Salesforce Industries CPQ Implementation Guide.

* Examples of using effectivity time frames in Salesforce Industries CPQ price management.

NEW QUESTION # 180

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

Answer: B,C,D,G

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 # 181

A company wants to offer a promotion only to new customers. The developer builds a context rule to meet this requirement.

The developer creates:

- * picklist named Account Status that contains values of New, Active, and Closed
 - * A context dimension named Account Status and links it to the Account Status picklist
 - * A context mapping that uses the AnyAccountScope and a source expression of Status__c
 - * A context rule called "New Customer Accounts" with a rule condition that will evaluate the Account Status context dimension using a Hard Fail Fail Level
 - * A rule set with a Rule Type=Qualification and an Action Taken=Qualify, adds the context rule to it, and then adds it to the promotion. The developer confirms that all context rule components are active and effective. The developer configures an order for a new account in the Cart, but the promotion does not appear in the list of qualified promotions.
- What should the developer have done?

- A. Set the Rule Type to Evaluation,
- B. Create a context dimension name without a space.
- **C. Set the rule condition to have a Fail Level-Soft Fail.**
- D. Run the Product Hierarchy Maintenance job.

Answer: C

Explanation:

In the scenario described, the rule condition was set to a Hard Fail Fail Level, which is too restrictive for a situation where the promotion should be offered conditionally rather than as a strict requirement. Changing the fail level to "Soft Fail" makes the promotion appear even if other criteria or promotions are also being considered or applied. This adjustment ensures that the rule allows for some flexibility in how the conditions are met, increasing the likelihood that new customers will see the promotion in their list of qualified promotions without being overly restrictive.

NEW QUESTION # 182

Which rule type allows you to auto-add products based on other products in the Cart?

- A. Context
- **B. Advanced**

Answer: B

Explanation:

Advanced rules in Salesforce Industries CPQ allow for the auto-addition of products based on other products in the cart. These rules enable complex logic to be applied, such as adding required accessories or additional services automatically when a primary product is added to the cart. This functionality enhances the configurability and automation of the sales process, ensuring that all necessary components are included in customer orders.

NEW QUESTION # 183

Where do you go to populate the API cache?

- A. Product Console
- **B. Vlocity CMT Administration**
- C. Catalogs
- D. Setup

Answer: B

Explanation:

* C. Vlocity CMT Administration: To populate the API cache in Salesforce Industries CPQ, you typically use the Vlocity CMT (Cloud Management Tool) Administration interface. This tool provides the necessary functionalities to manage and configure API caching, allowing for efficient data handling and improved system performance.

NEW QUESTION # 184

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