

Exam Ind-Dev-201 Objectives | Ind-Dev-201 New Test Camp



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Salesforce Certified Industries CPQ Developer Sample Questions (Q253-Q258):

NEW QUESTION # 253

To assign a price to a product, you must:

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

- A. Only use a virtual price
- B. Create a parent/child price list
- C. Always create a bundle
- D. Create a price list entry

Answer: D

Explanation:

To assign a price to a product in Salesforce Industries CPQ, you must create a price list entry. A price list entry directly associates a specific price with a product and can include details such as currency, discounts, or specific pricing conditions. This is an essential step in setting up products in CPQ because it ensures that each product has a definable, manageable price that can be used in quotes and calculations within the CPQ system.

NEW QUESTION # 254

Non-centralized data is:

- A. Beneficial to telecommunications companies
- B. A profitable way to aggregate data
- C. A business challenge for telecommunication companies

Answer: C

Explanation:

In the context of telecommunications companies, non-centralized data presents significant business challenges. This dispersion can lead to inconsistencies in data handling, difficulties in data analysis, and barriers to providing unified customer experiences. Centralizing data helps in improving data accuracy, enhancing customer service, and streamlining operations, which is essential for companies dealing with large volumes of customer interactions and transactions.

NEW QUESTION # 255

When adding products to the Cart, the developer notices that nothing renders in the cart. The developer uses the browser console network tab to troubleshoot the issue.

Which method should the developer look for in the responses to begin troubleshooting?

- A. postCartsItems
- B. getCartsItems
- C. createCart
- D. getBasketDetails

Answer: B

Explanation:

When nothing renders in the cart despite adding products, the developer should begin troubleshooting by examining the getCartsItems method in the network responses. This API call retrieves the details of the items currently in the cart, and if there are issues with this method, it could result in the cart appearing empty.

Checking the response of this method can help identify if the issue lies with the API not returning the expected item details or if there is a problem in the way the cart's contents are being fetched or rendered.

NEW QUESTION # 256

What do you use to take 20% off the price of a child product in a promotion?

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

- A. A price list entry
- B. An override
- C. An adjustment
- D. A price list

Answer: C

Explanation:

To take 20% off the price of a child product in a promotion, you would use an "adjustment." Adjustments in Vlocity CPQ allow for the modification of prices by a percentage or fixed amount, directly influencing the price based on specific promotional rules or conditions. This method is highly effective for applying discounts in a dynamic and flexible manner, accommodating various promotional strategies.

NEW QUESTION # 257

Which of these ensures the user will return to the page where they began the Guided Selling process?

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

- A. set values element
- B. selectables element
- C. checkout
- **D. done action element**
- E. postCartItems
- F. remote action element

Answer: D

Explanation:

In Salesforce Industries CPQ, the "Done Action Element" (E) in an OmniScript is used to conclude the script and typically has the option to redirect users back to the originating page or another specified endpoint. This ensures that after completing the guided selling process, users can be seamlessly returned to their starting point, maintaining a fluid user experience and integrating the guided process into broader user workflows.

References:

* OmniScript Designer Guide in Salesforce Industries CPQ.

* Training material on user flow integration using OmniScript in Salesforce Industries CPQ.

NEW QUESTION # 258

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In some cases, these corrections have been devastating. We Ind-Dev-201 don't usually have this turned on, which is one reason we prefer to use auto trapping rather than manual trapping.

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