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Salesforce Certified Industries CPQ Developer Sample Questions (Q12-Q17):

NEW QUESTION # 12
What does the affectivity date for a product's price list entry control?

- A. Whether a pricing element can be paired with a pricing variable
- B. Whether an adjustment or an override can be used to discount the product
- C. Whether a pricing element is used or not
- D. Whether the product displays in the Products list of the cart

Answer: D

NEW QUESTION # 13
In Vlocity Rules, which of the following returns a Boolean true/false value?
Note: This question displayed answer options in random order when taking this Test.

- A. Evaluation entity filter
- B. DefaultProductValidationImplementation
- C. DefaultProductEligibilityImplementation
- D. Qualification entity filter

Answer: A

NEW QUESTION # 14
A party is an entity with which a Salesforce customer does business.

- A. True
- B. False

Answer: A

Explanation:
In Salesforce terminology, a 'party' refers to any entity with which a Salesforce customer conducts business.
This can include individuals, organizations, or other entities involved in business transactions or interactions.
This broad definition is foundational in Salesforce's architecture, allowing for versatile customer relationship management and tracking of interactions across diverse business models.

NEW QUESTION # 15
Which of the following are the key functions that you enable with a Guided Selling OmniScript process? (Choose THREE) Note: This question displayed answer options in random order when taking this Test.

- A. Use multiple OmniScripts to get products
- B. Submit the order and return to the account
- C. Instantiate the persistent cart
- D. Allow users to review applicable promotions
- E. Allow users to select products from the shared product catalog and add them to the cart

Answer: B,C,E

NEW QUESTION # 16

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

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

Answer: D

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 # 17

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