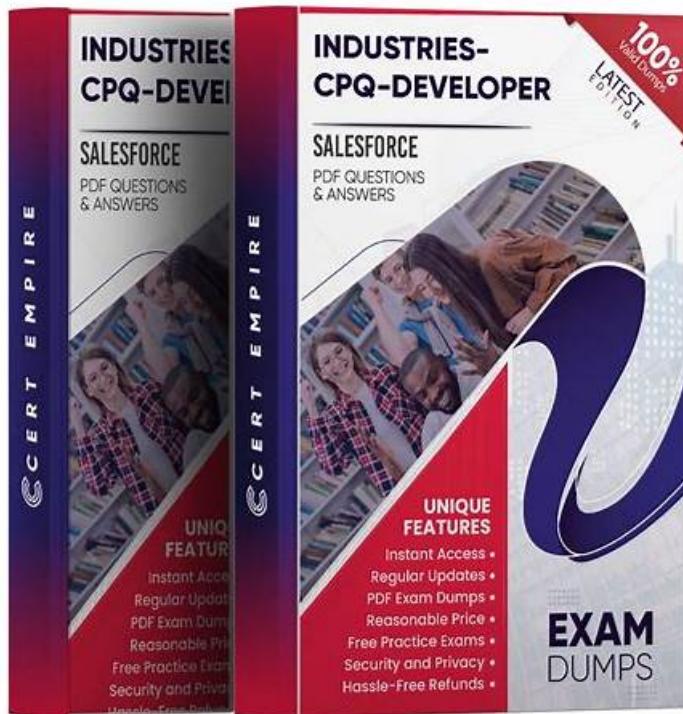


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Salesforce Certified Industries CPQ Developer Sample Questions (Q190-Q195):

NEW QUESTION # 190

In Vlocity Context Rules, what is the purpose of a rule set?

- A. To define the cardinality used during rule processing
- B. To organize context rules in logical group during design-time
- C. To combine Advanced Rules and Context Rules into a set
- D. To contain one or more context rules in a set that can be assigned to products, promotions or price list entries

Answer: D

Explanation:

In Vlocity's context rules, the purpose of a rule set is:

* A. To contain one or more context rules in a set that can be assigned to products, promotions, or price list entries: A rule set groups multiple context rules that can be applied to different elements within Salesforce Industries CPQ. This grouping enables complex logic to be managed and reused effectively.

NEW QUESTION # 191

Which TWO statuses are seen by default from the Orders tab?

- A. PONR Status
- B. State of the Orchestration Plan itself
- C. State of tasks within an Orchestration Plan
- D. Salesforce Status
- E. Salesforce Industries Order Status

Answer: B,E

Explanation:

From the Orders tab in Salesforce Industries CPQ and OM, the two statuses that are typically seen by default are the state of the Orchestration Plan itself and the Salesforce Industries Order Status. The Orchestration Plan status provides insights into where an order is in the overall process flow, which is crucial for managing complex order processes. The Salesforce Industries Order Status gives a clear indication of the current standing of the order within the Salesforce ecosystem, helping stakeholders understand the order's progress and any required actions.

NEW QUESTION # 192

What determines the explanation for the discounted price of a child product in a promotion?

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

- A. The promotion code
- B. The display text associated with the price adjustment or override
- C. The display text associated with the time policy
- D. The promotion description
- E. The display text associated with the base price

Answer: B

Explanation:

The explanation for the discounted price of a child product within a promotion is determined by the display text associated with the price adjustment or override. This text typically provides details about why the price has been adjusted or overridden, such as a specific promotion or discount offer. This feature is crucial for transparency, helping customers understand the pricing changes and the value offered through the promotion.

NEW QUESTION # 193

What does a time policy on a promotion determine? (Choose TWO)

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

- A. The start date of a the promotion
- B. The end date of the promotion

- C. The purchase date of the promotion
- D. The duration of the promotion

Answer: B,D

Explanation:

A time policy on a promotion primarily determines the temporal scope of the promotion, specifically:

* The duration of the promotion (A): This defines how long the promotion will be active, from start to finish.

* The end date of the promotion (C): This explicitly sets when the promotion will conclude.

These elements are critical for defining the availability and lifecycle of a promotional offer, ensuring that it aligns with strategic marketing plans and business objectives.

NEW QUESTION # 194

In Vlocity Context Rules, where can you set the rule type such as Qualification, Penalty, etc?

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

- A. Context Dimension
- B. Rule Set
- C. Rule
- D. Context Mapping

Answer: B

NEW QUESTION # 195

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