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Salesforce Industries-CPQ-Developer certification is a valuable credential for individuals who want to advance their careers in Salesforce CPQ. Salesforce Certified Industries CPQ Developer certification demonstrates to employers and clients that the candidate has the skills and knowledge needed to design and implement effective CPQ solutions. Certified professionals can also take advantage of networking opportunities and access to exclusive resources, such as the Salesforce Trailblazer Community and the Salesforce Partner Program.

The Salesforce Certified Industries CPQ Developer certification exam covers various topics, including product configuration, pricing, quoting, and proposals. It also includes topics such as bundling, discounting, and approval processes. Industries-CPQ-Developer Exam is designed to test the candidate's ability to use Salesforce CPQ to improve the customer experience, increase sales, and streamline business processes.

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Earning the Salesforce Industries-CPQ-Developer Certification demonstrates an individual's expertise in the Salesforce Industries CPQ platform. It is a valuable credential for professionals who work in sales, pricing, and product management roles. Salesforce Certified Industries CPQ Developer certification can help individuals to advance their careers by demonstrating their skills and knowledge in a highly sought-after area of expertise.

Salesforce Certified Industries CPQ Developer Sample Questions (Q112-Q117):

NEW QUESTION # 112

How can a developer require that the user enter a value for an attribute during order capture?

- **A. By setting the Required attribute metadata property**
- B. By setting the product attribute type to Required
- C. By assigning the attribute to the Required product object type
- D. By setting the Run-time Configurable attribute metadata property

Answer: A

Explanation:

* B. By setting the Required attribute metadata property: To ensure that a user must enter a value for an attribute during order capture in Salesforce Industries CPQ, a developer should set the 'Required' attribute metadata property on the specific attribute. This setting enforces that the attribute cannot be left blank and must be filled out by the user, ensuring that essential data is captured during the order process.

NEW QUESTION # 113

Which of these is part of a pricing element? (Choose TWO)

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

- A. Whether the charge is a cost or price
- **B. The charge (amount)**
- **C. The price category**
- D. The currency code

Answer: B,C

Explanation:

In Salesforce Industries CPQ, components of a pricing element include: A. The price category: This categorizes the pricing logic applied, such as standard pricing, promotional discounts, or custom pricing. C.

The charge (amount): This is the actual price or cost associated with the pricing element, whether it's a fixed amount, a percentage discount, or any other price adjustment.

These elements are critical in defining how prices are structured and applied within Salesforce Industries CPQ, ensuring clear pricing strategies are maintained across products and sales.

References:

* Salesforce Industries CPQ Pricing Configuration Guide.

* Detailed descriptions of pricing elements in Salesforce Industries CPQ documentation.

NEW QUESTION # 114

Which of the following are features of the Product List in Vlocity Cart? (Choose TWO)

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

- **A. It uses Vlocity Rules to display available and eligible products.**
- **B. It is based on a specific price list.**
- C. Allows hierarchical product structures.
- D. It is only displayed on the Opportunity tab.

Answer: A,B

NEW QUESTION # 115

When dealing a custom pricing plan step for attribute-based pricing in the Default Pricing plan, where should the step be placed in the sequence?

- A. Between the step Initialize Pricing Variables and the step Apply Offer Adjustments
- B. After the step Apply Parent Variables
- **C. Between the step Initialize Pricing Context and the step Load Price list Entries**
- D. Before the step Initialize Pricing Context

Answer: C

Explanation:

When implementing a custom pricing plan step for attribute-based pricing in the Default Pricing plan in Salesforce Industries CPQ, the step should be placed: D. Between the step Initialize Pricing Context and the step Load Price List Entries: This sequence allows for the correct application of context-specific attributes before price list entries are loaded, ensuring that all attribute conditions and dependencies are established prior to fetching and applying pricing from the price list.

This placement is crucial for effectively leveraging attribute-based pricing mechanisms, as it aligns the pricing data load with the initialized pricing context, allowing for dynamic pricing adjustments based on predefined attributes.

References:

* Salesforce CPQ Pricing Configuration Guide.

* Salesforce Industries CPQ Developer Training on Pricing Plans.

NEW QUESTION # 116

A developer is creating a website for a communications company. As part of the site experience, the developer needs to retrieve products and display them to anonymous users for selection.

- A. Cart-Based API - Get Cart Items (getCartItems)
- B. Cart-Based API - Get List of Products API (getCartProducts)
- **C. Digital Commerce API - Get Offer Details (getOfferDetails)**
- D. Digital Commerce API - Get Offers By Catalog (getOffersByCatalogCode)

Answer: C

NEW QUESTION # 117

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