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Salesforce Certified Industries CPQ Developer Sample Questions (Q208-Q213):

NEW QUESTION # 208
When the Cost 8t Margin feature is enabled, where are the upper and lower margin bounds data stored?

- A. In a Margin attribute

- B. In a calculation matrix
- C. In a price list
- D. In a Cost price fist entry

Answer: B

NEW QUESTION # 209
Which TWO statuses are seen by default from the Orders tab?

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

Answer: A,B

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 # 210
You want to charge different prices for the same product when it is contained in the context of different bundles. Where can you change its price in order to accomplish this?

- A. The price list where the price list entry is located
- B. In the One Time or Recurring order line item columns in the cart
- C. The product structure of the bundle
- D. You can't change the price of child products within a bundle

Answer: A

Explanation:
To charge different prices for the same product within the context of different bundles, the pricing adjustments can be made in the price list where the price list entry is located. By managing different price list entries for the same product within different bundles, you can set unique prices that reflect the varying contexts in which the product is sold. This method provides the flexibility to tailor pricing based on the bundle's specific market or customer segmentation strategies.

NEW QUESTION # 211
What type of parameter is being used in this example API call:
vlocity_cmt/v3/catalogs/Phonesyoffers?context=fStatus":"Active"J

- A. Specifying page size
- B. Specifying a context
- C. Specifying a particular logged-in user
- D. No parameters are used

Answer: B

NEW QUESTION # 212
Which of the following are the key technologies that power guided selling experience?

- A. Vlocity CPQ

- B. Vlocity Account Manager
- C. Vlocity Order Management
- D. Vlocity OmniScript

Answer: A,D

NEW QUESTION # 213
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