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Salesforce Industries-CPQ-Developer Certification Exam is a rigorous and comprehensive assessment of a developer's knowledge and skills in Salesforce CPQ development. Industries-CPQ-Developer exam covers a wide range of topics, including CPQ architecture, pricing and product configuration, quoting and contract management, and integration with other Salesforce applications. Industries-CPQ-Developer exam is conducted online and consists of multiple-choice questions that must be completed within a specified time frame.

To pass the Salesforce Industries-CPQ-Developer exam, candidates must demonstrate proficiency in a range of topics related to Salesforce CPQ, including product configuration, pricing, quoting, and order management. They must also be knowledgeable about

industry-specific use cases and best practices for implementing CPQ solutions in these contexts. In addition, candidates must have experience with Salesforce CPQ APIs and integrations, as well as an understanding of data modeling and security considerations. With this certification, professionals can demonstrate their expertise in Salesforce CPQ and their ability to implement customized solutions for specific industries.

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Salesforce Certified Industries CPQ Developer Sample Questions (Q229-Q234):

NEW QUESTION # 229

Felix is the Vlocity CPQ Administrator, and he's been given specifications for a new version of a wearable tech product that currently exists in his product catalog. Looking closely at the specs, he realizes that the only difference in the new release is that they've changed the available colors. How should he model this product in Vlocity EPC?

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

- A. He should modify the existing color picklist assigned to the existing Wearable object type, which will allow the new color choices to be dynamically inherited.
- B. He should create a new color picklist, and when he creates the new product entry, he can override the attribute picklist that is inherited from its Wearable object type.
- C. He should create a new Wearable object subtype for the new version of the product, and then link the existing color attribute to a new color picklist.
- **D. He should create a new color picklist and a new color attribute, and then assign them to the new product when he creates it.**

Answer: D

NEW QUESTION # 230

If more than one promotion has been applied to a bundle in the Cart, what must you have enabled to be able to delete the promotions?

- A. Shallow delete
- **B. Update scope setting in the promotion**
- C. Deep delete

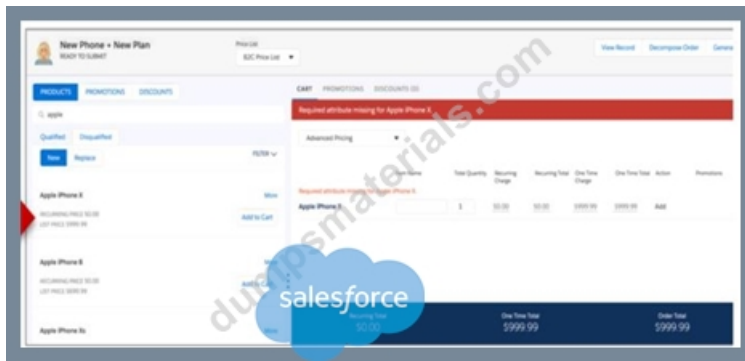
Answer: B

Explanation:

* A. Update scope setting in the promotion: To manage and potentially delete multiple promotions applied to a bundle in the Cart, the "update scope" setting within the promotion configuration needs to be enabled. This setting allows for the adjustment or removal of individual promotions from a bundle without affecting other applied promotions, providing flexibility in how promotional effects are managed within the cart.

NEW QUESTION # 231

In the Cart, how are the prices in the selectable Product List calculated?



- A. Using Context Rules associated with the price list
- B. Using active pricing rules and related calculation matrices
- **C. Using the price list entry marked as base price with no calculation**
- D. Using Advanced Rules pricing rules

Answer: C

NEW QUESTION # 232

Carole White is a customer of the Family Simple Choice Plan, and she decides she would like to add the Smart Cloud Security product. When the agent changes the current asset to an order to add the new product, what will the line item action status be for the Family Simple Choice Plan in the order?

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

- A. Add
- **B. Change**
- C. Existing
- D. Configured

Answer: B

Explanation:

When an existing customer like Carole White decides to add a new product to her current subscription, such as the Smart Cloud Security product, the action status of the existing subscription (Family Simple Choice Plan) in the Salesforce Industries CPQ context typically updates depending on the nature of the change:

* B. Change - Since Carole is adding a product to her existing plan, the line item action status for the Family Simple Choice Plan will be marked as "Change." This status indicates that the existing asset is being modified rather than being newly added or merely existing without modifications.

NEW QUESTION # 233

When would you use a percentage to discount the price of a product in a promotion instead of changing the price with an override?

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

- **A. When the cost of the product for the company may increase**
- B. When the charge is only for one time
- C. When the charge recurs monthly
- D. When the product can be returned

Answer: A

NEW QUESTION # 234

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