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Salesforce Industries-CPQ-Developer Certification Exam is designed for professionals who have experience in implementing CPQ solutions within the Salesforce platform. Salesforce Certified Industries CPQ Developer certification validates the technical knowledge and skills required to design and implement complex pricing and quoting solutions. Salesforce Certified Industries CPQ Developer certification also demonstrates the ability to customize and configure CPQ, implement complex business rules, and integrate CPQ with other Salesforce applications.

Salesforce Certified Industries CPQ Developer Sample Questions (Q13-Q18):

NEW QUESTION # 13

How is a context keyed by Digital Commerce APIs?

- A. To describe the customer in rules processing
- B. To price products using attribute-based pricing
- C. To unlock web pages in anonymous sessions
- D. To submit an order for processing

Answer: A

Explanation:

In Salesforce Industries CPQ, a context key is used primarily within Digital Commerce APIs to describe the customer during rules processing. This allows the system to tailor the application of business rules based on specific customer attributes or other contextual factors. Context keys serve as identifiers that influence rule execution to customize the experience or offerings for different customer segments, helping in dynamic adjustments such as pricing adjustments, visibility of certain product options, or promotions based on the customer's profile or behaviors.

NEW QUESTION # 14

Lengthy on-boarding for new hires is a business challenge historically faced by telecommunications companies.

- A. False
- B. True

Answer: B

Explanation:

* A. True: Historically, telecommunications companies have faced the challenge of lengthy onboarding processes for new hires due to the complex nature of the industry and the detailed knowledge required.

This includes understanding diverse service offerings, regulatory requirements, and sophisticated technology platforms.

NEW QUESTION # 15

In Vlocity Context Rules, what is a context mapping?

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

- A. A variable that stores rule condition values
- B. A link to data stored in sObjects, calculated using a function, or typed in during design-time
- C. Therelational path from a root sObject, such as an Order, to related sObjects, such as Account
- D. A multi-dimensional array of sObject data

Answer: C

Explanation:

In Salesforce Industries CPQ (formerly Vlocity), a context mapping is defined as the relational path from a root sObject, such as an

Order, to related sObjects, such as Account. This allows the CPQ tool to understand how different data elements relate to each other within the context of the application, enabling dynamic behavior based on relationships between data stored across multiple sObjects. This is crucial for setting up rules that operate based on the broader context of a transaction or customer interaction, rather than isolated data points.

References:

- * Salesforce Industries CPQ Developer Guide
- * Contextual data modeling in Salesforce CPQ training materials

NEW QUESTION # 16

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

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

Answer: C

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 # 17

How many times must you initialize the cache when working with cacheable APIs?

- A. Every time you modify your sales catalog
- B. Every time you modify a price list entry
- **C. The first time you begin using the cacheable APIs.**
- D. The first time after you regenerate the cache.

Answer: C

NEW QUESTION # 18

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