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Salesforce Industries-CPQ-Developer is an excellent certification for professionals who are already familiar with CPQ and want to take their expertise to the next level. It enhances an individual's ability to work with Salesforce Industries CPQ and provides them with the necessary skills to implement and manage sales processes for different industries.

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Salesforce Industries-CPQ-Developer Certification Exam is designed for professionals who are interested in acquiring a Salesforce certification in the area of Configure, Price, and Quote (CPQ) development. Salesforce Certified Industries CPQ Developer certification is ideal for individuals who work with Salesforce CPQ and are looking to validate their skills and knowledge in the field. CPQ developers are responsible for designing, developing, and implementing CPQ solutions that meet the specific needs of their organizations.

Salesforce Industries-CPQ-Developer (Salesforce Certified Industries CPQ Developer) Exam is a certification exam aimed at individuals who are interested in demonstrating their expertise in the Salesforce Industries CPQ (Configure, Price, Quote) platform. Industries-CPQ-Developer exam is designed to test an individual's knowledge and skills in designing, building, and implementing quoting flows, pricing strategies, and product configuration models using the Salesforce Industries CPQ platform.

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Salesforce Certified Industries CPQ Developer Sample Questions (Q51-Q56):

NEW QUESTION # 51

A company wants to charge different prices for a service depending on the bandwidth and network selected by the customer.

* If bandwidth is 1 GB and network is "Internet the price is \$10/monthly and \$5/one-time-charge

* If bandwidth is 10 GB and network is "external," the price is \$20/monthly and \$0/one-time-charge

Which type of pricing should the developer configure to meet these requirements?

- A. Usage Pricing
- B. Context rules for pricing adjustments
- C. Cost and Margin Pricing
- **D. Attribute Based Pricing**

Answer: D

NEW QUESTION # 52

Which of these rule types can you use to ensure that a valid combination of products is added to the Cart?

- A. Availability
- **B. Compatibility**
- C. All of the above
- D. Eligibility

Answer: B

Explanation:

* B. Compatibility: Compatibility rules in Salesforce Industries CPQ are specifically designed to ensure that valid combinations of products are added to the cart. These rules help to validate that selected products can function together or meet certain predefined compatibility criteria, preventing configuration errors and ensuring customer satisfaction.

NEW QUESTION # 53

Which of the following Attributes Category fields displays at run-time during order capture in the Cart?

- A. Name
- **B. Display Name**
- C. Category
- D. No Attribute Category fields display at run-time

Answer: B

Explanation:

During the order capture process in the Cart within Salesforce Industries CPQ, the attribute category field that displays at run-time is: B. Display Name: This field is used to present a user-friendly name for an attribute category during configuration, helping users understand the options and choices available more clearly. The display name is designed to be visible and informative during the

configuration steps in the cart.

These answers provide a verified understanding based on typical configurations and functionalities within Salesforce Industries CPQ.

NEW QUESTION # 54

What are ways to retrieve filtered products from the product catalog for Guided Selling? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. Use account type to determine the products that display
- B. Use the Salesforce price book to filter products by object type
- C. Use DataRaptors to filter products by object type
- D. Use query to search for specific text in the product name

Answer: C,D

Explanation:

To retrieve filtered products from the product catalog in Guided Selling, two effective methods are:

* Using a query to search for specific text in the product name. This method allows for dynamic searching based on user input or pre-defined criteria, making it versatile for a wide range of scenarios.

* Using DataRaptors to filter products by object type. DataRaptors are specialized tools in Salesforce Industries that manage data transformations and can be configured to filter and retrieve data based on specific attributes like object type.

These methods ensure that users can find products that meet specific requirements or preferences, enhancing the effectiveness of guided selling.

NEW QUESTION # 55

In Vlocity Context Rules, where do you specify the initialization policy?

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

- A. Context dimension
- B. Context mapping
- C. Context scope
- D. Rule condition

Answer: B

NEW QUESTION # 56

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