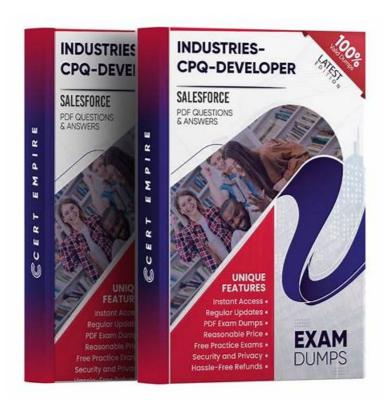
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Salesforce Industries-CPQ-Developer certification is ideal for CPQ developers, technical architects, consultants, and administrators who want to demonstrate their expertise in CPQ implementation. Salesforce Certified Industries CPQ Developer certification provides a competitive advantage in the job market as it demonstrates the ability to design and implement complex pricing and quoting solutions. It also helps professionals to advance their careers and gain recognition from peers and employers.

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Salesforce Certified Industries CPQ Developer Sample Questions (Q60-Q65):

NEW QUESTION #60

Industries CPQ and Industries OM support canceling the entire order, or part of an order.

- A True
- B. False

Answer: A

NEW QUESTION #61

In Guided Selling, which of these updates the items in the cart?

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

- A. getCartsProducts
- B. submit
- C. checkout
- D. CpqAppHandler
- E. getCartsltems
- F. putCartsltems
- G. done
- H. postCartsItems
- I. createCart
- J. vlcCart

Answer: F

NEW QUESTION #62

What operations are available to users with regard to asset management? Note: This question displayed answer options in random order when taking this Test

- A. Changeto Opportunity, Change to Order and Move
- B. Change to Quote, Change to Order and Move
- C. MACD, ABO and Copy to Order
- D. Move, Reprice and Check Contract

Answer: C

Explanation:

In the context of Salesforce Industries CPQ asset management, the operations available are typically referred to as MACD (Move, Add, Change, Delete), ABO (Asset-Based Ordering), and Copy to Order. These operations allow users to manage and manipulate assets throughout their lifecycle in various ways, such as changing service arrangements, upgrading or adding new services, or duplicating existing orders for new opportunities. This set of functionalities is fundamental to the flexible asset management system in Salesforce Industries CPQ.

NEW QUESTION #63

What does the Vloclty Cards Framework provide?

- A. Cards and pre-built wizards
- B. Cards, layouts, and templates
- C. Templates for designing ad-hoc promotions

Answer: B

NEW QUESTION #64

Entity Filters apply multiple conditions:

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

- A. Using AND if there no formula stated
- B. Using the AND condition
- C. Using the OR condition
- D. By arranging the list order

Answer: B

Explanation:

Entity Filters in Salesforce Industries CPQ apply multiple conditions using the AND condition:

* B. Using the AND condition - When setting up entity filters, conditions are combined using AND, meaning all conditions must be met for the filter to apply. This allows for precise control over when rules are triggered based on multiple attributes or requirements.

NEW QUESTION #65

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