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Salesforce Certified Industries CPQ Developer (SP24)

Salesforce Industries-CPQ-Developer

Version Demo

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QUESTION NO: 1

What are the four components of an Advanced Rule built using Vlocity Rule Builder?

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

A. Rule Header

B. Rule Code

C. Variables

D. Message Triggers

E. Rule Actions

F. Rule Filters

G. Product list

ANSWER: A C E F

QUESTION NO: 2

Felix is a Vlocity CPQ administrator, and he needs to create a new context rule for a B2B product that enjoys the full sales cycle of opportunity, quote to order and then to asset. What context scope should he use when he creates his context mapping?

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

A. Any

B. Order, Quote, Opportunity and Asset

C. Order and Quote

D. Opportunity

ANSWER: A

QUESTION NO: 3

Carole White currently has Internet service at her primary residence but she will be relocating to a new address. What action can be taken to best assist her in the relocation process?

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

A. "Move" action on the selected Asset

B. "Change to Order" action on the selected Asset

C. "Move action" on the original Order

D. "Change to Quote" action on the selected Asset

ANSWER: C

QUESTION NO: 4

What designates an attribute as a product attribute?

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

A. Setting its applicable object to Product2

B. Assigning the attribute to a product or an object type

C. Creating the attribute through Vlocity Product Console

D. Setting the type to Product Attribute

ANSWER: A

QUESTION NO: 5

When adding a new product to the shared catalog, which three conditions must be met in order for the display the Cart' product list?

Choose 3 answers

A. The product must have a price list entry.

B. The Active property must be checked.

C. The Orderable property must be checked.

D. The product must have an object type.

E. The Product Hierarchy Maintenance job must be run.

ANSWER: A B C

QUESTION NO: 6

Tightest Match calculates multiple conditions as follows:

A. AND rule condition weights are summed together

B. OR rule conditions select the highest weighted value

C. Both of the above

ANSWER: C

QUESTION NO: 7

What happens when the Base Price property is checked for a price list entry?

A. The display text for that price list entry will display as the list price or the recurring price in the Products list in Vlocity Cart

B. The price list entry will be used as the starting price when the product is added to the cart

C. Once the price list entry is marked as a base price, no context rules can be associated with it

D. The price list entry will be used to determine the cost basis

ANSWER: B

QUESTION NO: 8

What are the purposes of the CPQPartition platform cache? (Choose TWO)

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

A. To store a streamlined version of the product hierarchy

B. To store a consolidated product attribute list, ensuring good performance during product configuration

C. To store data for CPQ context rules, increasing the speed of read/write operations

D. Cache local data for browser use

ANSWER: A C

QUESTION NO: 9

In Vlocity EPC, what must you set to allow a user to modify an attribute in Vlocity Cart's configuration window?

A. Active flag

B. Run-time Configuration flag

C. Filterable flag

D. Not Hidden flag

ANSWER: B

QUESTION NO: 10

When adding a new commercial product to the catalog, which of the following items must be done in order for it to display in Vlocity Cart's product list? (Choose THREE)

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

A. It must have a price.

B. Run Refresh Pricebook.

C. Run the Product Hierarchy Maintenance job.

D. The default Availability interface must be active.

E. The Orderable field must be checked.

F. The Active field must be checked.

G. It must have an Object Type.

ANSWER: A E F

QUESTION NO: 11

Which of these will the user see when they use the Guided Selling interaction? (Choose FOUR)

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

A. A summary of assets the customer already has purchased

B. Step-by-step process to recommend and sell products

C. A way to launch the cart from an account or order

D. Automatic totaling of products added to the cart

E. Ability to edit items already placed in the cart

F. Ability to change the price book for the cart

ANSWER: B C D E

QUESTION NO: 12

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 query to search for specific text in the product name

C. Use DataRaptors to filter products by object type

D. Use the Salesforce price book to filter products by object type

ANSWER: B C

QUESTION NO: 13

You want to have a subscription stan on the purchase date and end at the end of the cycle. Which of these do you need to create?

A. Pricing element

B. Time plan

C. Pricing variable

D. Time policy

ANSWER: D

QUESTION NO: 14

What is the purpose of the Collapse Hierarchy flag when defining a product bundle?

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

A. Enables a Search Item dialog for the product bundle in the cart line items pane

B. Collapses the product hierarchy data key value pairs, in order to improve performance for very large bundles

C. Allows the product to inherit the parent product's cardinality

D. Restricts the product from retrieving cardinality settings from any linked object types

ANSWER: A

QUESTION NO: 15

Product cardinality can be used to configure which two use case?

Choose 2 answers

A. Product has a default quantity of 2

B. An optional product in a product: bundle

C. Product is discounted based on the quantity

D. Product is not available to customers in France

ANSWER: A C