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**Salesforce**

# Industries-CPQ-Developer

*Salesforce Certified Industries CPQ Developer*



### Question: 86

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**

### Question: 87

Felix is the Vlocity CPQ Administrator, and he's creating a new product bundle that includes a child product. There can only be one child product at a time in the bundle; it must be added automatically to the cart along with the parent product; and users should be prevented from deleting it .

What is the easiest way for Felix to do this?

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

- A . To create a child product with a cardinality of 1, 1, 1
- B . To create an Auto-Add product configuration rule and a Requires product configuration rule
- C . To set the Auto-Add and No Delete flags
- D . To create a configuration context rule

**Answer: A**

### Question: 88

Which of these questions would you use to decide that you should use a promotion instead of an offer to market products? (Choose THREE)

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

- A . Product is available to limited set of customers.
- B . Product is available only to B2C customers.
- C . Product is available for a limited time.
- D . Product needs to be sold quickly.
- E . Product cost is increasing.

**Answer: A,C,D**

### Question: 89

Which two use cases are supported using context rules?

- A . If a customer qualifies for a promotion
- B . If a penalty applies when cancelling a promotion
- C . Modifying product attribute values
- D . Requiring another product when a product is added to the cart
- E . When one product is added to the card another product is excluded
- F . Recommending another product when a product is added to the cart

**Answer:** D

**Question:** 90

A price list: (Choose THREE)

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

- A . Is always associated with a price book.
- B . Is used to create pricing variables.
- C . Contains price list entries.
- D . Can be a parent price list or child price list.
- E . Is the same as a price book.

**Answer:** A,C,D

**Question:** 91

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 . done
- B . vlcCart
- C . CpqAppHandler
- D . createCart
- E . getCartsltems
- F . getCartsProducts
- G . putCartsltems
- H . postCartsltems
- . checkout
- . submit

**Answer:** G

**Question:** 92

What does the selectable items element do in a Guided Selling OmniScript? (Choose TWO)

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

- A . Retrieves filtered products from the product catalog

- B . Lists products retrieved by the remote action
- C . Invokes the remote method postC arts Items
- D . Stores the filters for the products to be retrieved

**Answer:** B,C

**Question:** 93

Which type of action can be used in a Configuration/Validation Advanced Rule?

- A . Restriction
- B . Product Relationship
- C . Penalty
- D . Qualification

**Answer:** B

**Question:** 94

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

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

**Answer:** B

**Question:** 95

What is CpQAppHancfler?

- A . The remote method used to filter products from the shared catalog
- B . An Angular directive within the persistent cart templates that contains CPQ loqk
- C . A specialized global Apex class that includes methods to perform CPQ functions
- D . An integration procedure invoked by the persistent cart that performs CPQ functions

**Answer:** C

**Question:** 96

Which of these is true for a time plan?

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

- A . it has a start date.
- B . it has an end date.
- C . it has a length of time.
- D . it can be prorated.

**Answer:** C

**Question:** 97

Which of the following are the key technologies that power guided selling experience?

- A . Vlocity OmniScript
- B . Vlocity CPQ
- C . Vlocity Order Management
- D . Vlocity Account Manager

**Answer:** A,B

**Question:** 98

In Vlocity CME, if you want to regenerate the JSON attribute fields for all products in your product catalog, what job should you run?

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

- A . EPCProductAttribJSONBatchJob, accessible in Vlocity University's training orgs via the Process Attributes button.
- B . ProductAttributesBatchProcessor, which can be run via the Refresh Pricebook function on the CMT Administration screen.
- C . ProductHierarchyBatchProcessor, which can be run via the Refresh Pricebook function on the CMT Administration screen.
- D . ResolveProductHierarchyBatchJob, which can be run via the Product Hierarchy Maintenance function on the CMT Administration screen.

**Answer:** A

**Question:** 99

Which of these is part of a pricing element? (Choose TWO)

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

- A . The price category
- B . The currency code
- C . The charge (amount)
- D . Whether the charge is a cost or price

**Answer:** B,C

**Question:** 100

How Can you Change the line item's configuration in Vlocity Cart?

- A . Delete and re-add the product
- B . Click the cart line item Actions menu and select Configure
- C . Update the product's attribute in Vlocity Product Console

D . Invoke Field Mapper

**Answer:** B



# SAMPLE QUESTIONS

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