

# INDUSTRIES-CPQ-DEVELOPER<sup>Q&As</sup>

Salesforce Certified Industries CPQ Developer

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#### QUESTION 1

When would you use a percentage to discount the price of a product in a promotion instead of changing the price with an override? Note: This question displayed answer options in random order when taking this Test.

- A. When the product can be returned
- B. When the charge recurs monthly
- C. When the charge is only for one time
- D. When the cost of the product for the company may increase

Correct Answer: D

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#### QUESTION 2

When the Cost & Margin feature is enabled, where are the upper and lower margin bounds data stored?

- A. In a calculation matrix
- B. In a Margin attribute
- C. In a Cost price list entry
- D. In a price list

Correct Answer: A

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#### QUESTION 3

Which the following are benefits of Vlocity EPC? (Choose TWO)

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

- A. Integrates the end-to-end ecosystem by combining a complete product, service and resource model
- B. Provides one user interface with common tools, allowing teams to collaborate and rapidly deliver products to market
- C. Allows you to reduce TCO by utilizing existing Salesforce resources and expertise
- D. Provides the only TMForum SID-compliant product catalog in the cloud

Correct Answer: AB

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#### QUESTION 4

When you use multiple price lists...

- A. You can assign more than one base price to the same product.

- B. You don't need the Salesforce price book.
- C. You can ignore affectivity time frames.

Correct Answer: A

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#### QUESTION 5

For smaller deployments, enabling CPQPartition platform cache is not required.

- A. True
- B. False

Correct Answer: A

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