

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

Salesforce Certified Industries CPQ Developer

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### QUESTION 1

When Vlocity Cart builds the product list, which type of rule is processed first?

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

- A. Context Rule - Qualification
- B. Advanced Rule - Availability
- C. Advanced Rule - Eligibility
- D. Advanced Rule - Configuration Validation (Compatibility)

Correct Answer: A

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### QUESTION 2

How are Vlocity Picklists used in context rules during design-time?

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

- A. To specify defined values for context dimensions.
- B. To specify defined values for the end-user to select during order capture.
- C. To specify defined values for context mappings.
- D. To specify product attribute values that will be evaluated during rule processing.

Correct Answer: A

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### QUESTION 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

Correct Answer: C

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**QUESTION 4**

If the data element is specific to a product or a class of product, you should create which of the below?

- A. Attribute
- B. Field

Correct Answer: A

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**QUESTION 5**

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

Correct Answer: BC

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**QUESTION 6**

A promotional coffee mug is a good candidate for non-assetization.

- A. True
- B. False

Correct Answer: A

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**QUESTION 7**

When you adjust the price of a child product...

- A. The base price is overridden and replaced with the new price.
- B. The change to the base price can be a percentage or an amount.
- C. A new pricing element is applied to the price.

Correct Answer: C

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**QUESTION 8**

You need to create a bundle of products with child products that are discounted. Where do you go to discount each child product?

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

- A. The price list where the price list entry is located
- B. The product structure of the bundle
- C. The cart currently open
- D. The order for the bundle

Correct Answer: B

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#### QUESTION 9

A developer is creating a website for a communications company. As part of the site experience, the developer needs to retrieve products and display them to anonymous users for selection.

- A. Digital Commerce API - Get Offers By Catalog (getOffersByCatalogCode)
- B. Cart-Based API - Get Cart Items (getCartItems)
- C. Digital Commerce API - Get Offer Details (getOfferDetails)
- D. Cart-Based API - Get List of Products API (getCartProducts)

Correct Answer: C

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#### QUESTION 10

A company wants to automatically decrease the price of a smartphone product within specified time frames. What should a developer configure to meet this requirement?

- A. A promotion and time policies
- B. A price list entry with affectivity time frames
- C. A context rule on the smartphone product and time policies
- D. Multiple price lists with affectivity time frames

Correct Answer: D

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#### QUESTION 11

Which of these is required to ensure items are updated in the Guided Selling 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
- I. checkout
- J. submit

Correct Answer: G

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#### QUESTION 12

Discounts can only be created in the Product Console

- A. True
- B. False

Correct Answer: B

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#### QUESTION 13

To ensure a subscription ends at end of the subscription plan, you use:

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

- A. A time plan
- B. An Effective Until date
- C. a time policy
- D. An Effective From date

Correct Answer: C

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#### QUESTION 14

Compatibility rules use product relationships as their rule action.

- A. True
- B. False

Correct Answer: A

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**QUESTION 15**

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

Correct Answer: D

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