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## Salesforce Certified Industries CPQ Developer (WI25)

Salesforce Industries-CPQ-Developer

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## QUESTION NO: 1

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: 2

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: 3

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: 4

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: 5

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: 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 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: 8

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: 9

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**

## QUESTION NO: 10

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: 11

You want to have a subscription start 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: 12

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: 13

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: 14

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: 15

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**