



Salesforce Certified Industries CPQ Developer



EXAMKILLER

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Sales force

Exam Certified-Industries-CPQ-Developer

Salesforce Certified Industries CPQ Developer (SP23)

Version: 8.0

[Total Questions: 319]

Question No : 1

Which two aspects of a promotion are determined by its time policy?

Choose 2 answers

- A. The duration
- B. The start date
- C. The end date
- D. The purchase date

Answer: C,D

Question No : 2

Context rules can determine whether a customer is qualified or disqualified for a promotion.

- A. True
- B. False

Answer: A

Question No : 3

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 : 4

When a user performs a search on the product list in Vlocity Cart, which fields are queried?

- A. Product Name
- B. Product description
- C. Product Code
- D. List Price

Answer: A,D

Question No : 5

Deleting an item in Vlocity Cart triggers the applicable CPQ rules and pricing engines to run.

- A. True
- B. False

Answer: A

Question No : 6

Felix is the Vlocity CPQ Administrator, and he's been given specifications for a new version of a

wearable tech product that currently exists in his product catalog. Looking closely at the specs,

he realizes that the only difference in the new release is that they've changed the available colors. How should he model this product in Vlocity EPC?

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

- A. He should create a new color picklist, and when he creates the new product entry, he can override the attribute picklist that is inherited from its Wearable object type.
- B. He should modify the existing color picklist assigned to the existing Wearable object type, which will allow the new color choices to be dynamically inherited.
- C. He should create a new Wearable object subtype for the new version of the product, and then link the existing color attribute to a new color picklist.
- D. He should create a new color picklist and a new color attribute, and then assign them to

the new
product when he creates it.

Answer: D

Question No : 7

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 : 8

The Discount Duration field is applicable to which type of discount?

- A. Order-Based
- B. Account-Based
- C. Contract-Based

Answer: B,C

Question No : 9

The "Take Me There" icon in Vlocity Cart does what?

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

- A. Returns the user to the Order Detail page to correct configuration errors
- B. Navigates the user to the Line Item details Modal and highlights lines that require configuration
- C. Takes the user to the Product Catalog
- D. Opens the Price List associated with the cart line items

Answer: B

Question No : 10

What do you use to take 20% off the price of a child product in a promotion?

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

- A. An adjustment
- B. An override
- C. A price list
- D. A price list entry

Answer: A

Question No : 11

Select all that apply: What are the phases of the Digital Commerce user experience model?

- A. Configure
- B. Basket
- C. Cart
- D. Payment
- E. Submit
- F. Checkout

Answer: A,B,D

Question No : 12

The options for pricing bundles include: (Choose TWO)

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

- A. Assigning the parent a zero price
- B. Assigning a price to the parent and zero prices to the children
- C. Assigning only pricing elements to the parent and children
- D. Assigning only pricing variables to the parent and children

Answer: A,B

Question No : 13

In Guided Selling, to initially set the price list Id for the cart, you must:

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

- A. Set the price list when you create the order
- B. Link the price list Id to the checkout remote method and the order
- C. Edit the JSON of the remote action containing the createCart remote method
- D. Add the account number of the customer's account and the current date

Answer: C

Question No : 14

Which type of discount can be used to apply negotiated discounts to customer orders using frame/pricing agreements?

- A. Contract
- B. Order
- C. Group
- D. Account

Answer: A

Question No : 15

Evaluation entity filters are used as "internal filters" for qualification entity filters.

- A. True
- B. False

Answer: A

Question No : 16

Which two actions are taken by the checkout method? Choose 2 answers

- A. Validates the pricing and configuration of the items
- B. Moves the opportunity, quote or order to the next state of the ordering process
- C. Invokes an integration procedure to fulfil the order
- D. Invokes a calculation procedure to validate and finalize pricing

Answer: C,D

Question No : 17

A developer manages a very large catalog that includes over 5 million products. The developer needs to write a rule that will apply to all products in the catalog.

Which type of rule will be easiest for the developer to implement?

- A. Qualification Rule
- B. Evaluation Rule
- C. Advanced Rule
- D. Context Rule

Answer: C

Question No : 18

In Vlocity EPC, what must you set to make an attribute display in Vlocity Cart's configuration window?

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

- A. Run-time Configurable flag
- B. Active flag
- C. Not Hidden flag
- D. Filterable flag

Answer: A

Question No : 19

Which of these uses a calculation of the base price?

- A. Pricing element adjustment
- B. Pricing element override
- C. Price list

Answer: A

Question No : 20

How can you make a product not assetizable? (Choose TWO)

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

- A. Check the Virtual Item flag in Vlocity EPC
- B. Check the Not Assetizable flag in Vlocity EPC
- C. Create a context rule to control assetization in Vlocity EPC
- D. Check the Do Not Assetize flag in Vlocity Cart's line item configuration window

Answer: B

Question No : 21

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)

Answer: A

Question No : 22

Which of these do you create to indicate the type of price that will be assigned to the product?

- A. Price list
- B. Pricing element
- C. Pricing variable

D. Price list entry

Answer: C

Question No : 23

Choose the correct flow in the order-capture process.

- A. Opportunity to order to quote to asset
- B. Opportunity to quote to order to asset
- C. Quote to opportunity to order
- D. Opportunity to order to asset

Answer: C

Question No : 24

What does a time policy on a promotion determine? (Choose TWO)

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

- A. The duration of the promotion
- B. The start date of a the promotion
- C. The end date of the promotion
- D. The purchase date of the promotion

Answer: B,C

Question No : 25

Which of these requires a calculation that uses the base price?

- A. An override of the price
- B. An adjustment of the price
- C. The pricing variable of the price
- D. The pricing element of the price

Answer: C

Question No : 26

The ProductAttributesBatchProcessor job copies the filterable product attributes across the product catalog to a specialized cached sObject for use in Velocity Cart.

- A. True
- B. False

Answer: A

Question No : 27

A developer wants to add product images to a guided selling experience.

What must the developer pass to the getCartProducts method to enable this?

- A. Set the SearchBy parameter to Product2.Images
- B. Create a subaction to invoke getProductImages
- C. Set the includeAttachment parameter to true
- D. Set the Render property to true

Answer: C

Question No : 28

You want to price the newest smartphone for B2B customers at \$999 , but \$900 for B2C customers. What is the best way to do it

- A. Assign the product to a pricebook and create two pricebook entries
- B. Create product bundles and create a pricing Override
- C. Create two versions of the smartphone product and create different pricing for each
- D. Use two different price list

Answer: D

Question No : 29

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 : 30

What is the syntax to indicate a merge code or token in Vlocity Document Templates?

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

- A. %field%
- B. {{field}}
- C. %%field%%
- D. {%field%}

Answer: C

Question No : 31

Context Dimension Domain Types include:

- A. Picklist
- B. Object Lookup
- C. Type In
- D. All of the above

Answer: D

Question No : 32

Non-centralized data is:

- A. Beneficial to telecommunications companies

- B. A business challenge for telecommunication companies
- C. A profitable way to aggregate data

Answer: B

Question No : 33

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

Answer: D

Question No : 34

A developer has updated the price of a product but still sees the previous price in the Digital Commerce API response.

What job should the developer run to correct this issue?

- A. Populate API Cache job
- B. Migrate Cache Records job
- C. Delete Expired API Cache job
- D. Regenerate Cached API Records job

Answer: D

Question No : 35

What is the CpqAppHandler method to use when you need to create an order?

- A. getCart
- B. newCart
- C. createCart

D. postCart

Answer: C

Question No : 36

After initial creation, if a change is made to an object supertype's layout, how is the change propagated to all products linked to the object subtype's in the hierarchy?

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

- A. It is not propagated to any products linked to the object subtypes in the hierarchy.
- B. By dynamic inheritance
- C. By running the Layout Hierarchy Maintenance job in the CMT Administration screen
- D. By clicking the Propagate button on the Layout page

Answer: A

Question No : 37

When you delete a promotion, a deep delete...

- A. Removes the promotion and everything from the Cart, including products not related to the promotion
- B. Removes the promotion and everything related to the promotion
- C. Removes the promotion, but nothing else

Answer: C

Question No : 38

Which of these is necessary for building a Guided Selling cart? (Choose FOUR)

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

- A. createCart method
- B. Associating the cart with a valid price list or price book
- C. HTML Template for horizontal or vertical mode
- D. Associating the cart with a valid account
- E. Associating the cart with valid user profiles

- F. Multiple price lists for filtering product categories
- G. Linking getCartItems to the template

Answer: A,B,C,D

Question No : 39

When creating a custom pricing plan step for attribute-based pricing in the Default Pricing Plan, where should the step be placed in sequence?

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

- A. Before Sequence 10: Initialize Pricing Context
- B. Between Sequence 10: Initialize Pricing Context and Sequence 20: Load Price List Entries
- C. Between Sequence 30: Initialize Pricing Variables and Sequence 40: Apply Offer Adjustments
- D. After Sequence 90: Apply Parent Variables

Answer: A

Question No : 40

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

Answer: A

Question No : 41

Felix is creating a new guided selling experience, and he notices that the Total Summary in his persistent cart always displays “0 item in Cart” and the one time and monthly total are blank, despite having several items in the cart. How can he fix this?

- A. Add “vlcCart_Top” as the Response JSONNode in the remote action that invokes the getCarts method
- B. Add a remote action that invokes the checkout method