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

Salesforce Certified Industries CPQ Developer

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### QUESTION 1

Which at the following use cases should be solved using Discounts functionality?

- A. Qualify customers for discounts using a discount code
- B. Automatically apply negotiated discounts to customers with existing contracts
- C. Discount the price as the quantity of product ordered passes certain thresholds
- D. Evaluate if a customer is eligible for a limited time price reduction

Correct Answer: B

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### QUESTION 2

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

Correct Answer: ABCD

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### QUESTION 3

In Vlocity Context Rules, where do you specify the initialization policy?

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

- A. Context scope
- B. Context dimension
- C. Context mapping
- D. Rule condition

Correct Answer: C

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#### QUESTION 4

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

A. True

B. False

Correct Answer: A

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#### QUESTION 5

What is a layout section in Vlocity Product Console?

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

A. A mechanism to group facets

B. A Lightning user interface control

C. a container for a Visualforce page

D. A WYSIWYG page editor within the Product Console

Correct Answer: C

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