



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

Salesforce Certified Industries CPQ Developer

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**QUESTION 1**

In Vlocity Cart, what does the submit order button do?

- A. Invokes an OmniScript to complete the order process and collect billing information
- B. Invokes a flow to create assets, set the order status to activated, and navigate the user to the account
- C. Invokes the CPQ API to create assets, set the order status to activated, and navigate the user to the account
- D. Invokes an OmniScript, which calls an integration procedure to create assets, set the order status to activated and then navigate the user to account page

Correct Answer: D

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**QUESTION 2**

If you want a bundle that is listed in the Products list of the cart to display the minimum starting price, how do you make this happen?

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

- A. Make all child products optional
- B. Change the display text of the parent product
- C. Change the display text of the child products
- D. Adjust the price of the parent product

Correct Answer: B

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**QUESTION 3**

The prices of all child products roll up to the promotion total except for optional products that are not being purchased.

- A. True
- B. False

Correct Answer: A

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**QUESTION 4**

A company is building a B2C website for its customers. The company wants to allow its customers to buy its products online, so they are designing the website to support a self- service selling journey, when the company launches new promotions, website traffic dramatically increases by several million API calls.

Which type of APIs should the developer use to meet these requirements?



- A. Digital Commerce APIs
- B. integration Procedure APIs
- C. Data Raptor APIs
- D. Cart-Based APIs

Correct Answer: A

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#### QUESTION 5

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 6

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 7

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

Correct Answer: CD

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#### QUESTION 8

When you assign a time plan to a child product in a promotion, what does the time plan affect?

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

- A. How long the price of the child product is changed by the promotion
- B. When the entire promotion expires
- C. Which customers are eligible for the child product
- D. When the time plan begins for the child product

Correct Answer: A

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#### QUESTION 9

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

Correct Answer: AC

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**QUESTION 10**

When you adjust the price of a product for a promotion, you must run the maintenance jobs to update the product hierarchy and platform cache.

- A. True
- B. False

Correct Answer: B

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**QUESTION 11**

In Vlocity Context Rules, what is a context mapping?

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

- A. a link to data stored in sObjects, calculated using a function, or typed in during design- time
- B. A variable that stores rule condition values
- C. The relational path from a root sObject, such as an Order, to related sObjects, such as Account
- D. A multi-dimensional array of sObject data

Correct Answer: A

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**QUESTION 12**

Asset-based ordering capabilities are powered by which OmniStudio features?

- A. OmniScript and Integration Procedures
- B. FlexCards and OmniScript
- C. Calculation Procedures and Matrices
- D. OmniScript and Calculation Matrices

Correct Answer: C

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**QUESTION 13**

Non-centralized data is:

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



Correct Answer: B

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#### QUESTION 14

A developer is creating rules to help launch a company's Smart Widget product. The company has launch only for opportunities for existing S2B customers.

Which context scope should the developer use in the context mapping for this rule?

- A. Opportunity
- B. Order, Account
- C. Opportunity, Account
- D. Account

Correct Answer: A

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#### QUESTION 15

The Salesforce Industries Process Library is a portal providing training on Salesforce Industry Cloud products.

- A. True
- B. False

Correct Answer: B

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