

Salesforce

Exam Questions Industries-CPQ-Developer

Salesforce Certified Industries CPQ Developer (SU21)



NEW QUESTION 1

Which of these enables you to assign two base prices to a product?

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

- A. Using an adjustment
- B. Using an override
- C. A price list entry
- D. Using price lists

Answer: D

NEW QUESTION 2

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

NEW QUESTION 3

Which of the following Attributes Category fields displays at run-time during order capture in the Cart?

- A. Name
- B. Display Name
- C. Category
- D. No Attribute Category fields display at run-time

Answer: D

NEW QUESTION 4

How many times must you initialize the cache when working with cacheable APIs?

- A. Every time you modify your sales catalog
- B. Every time you modify a price list entry
- C. The first time after you regenerate the cache.
- D. The first time you begin using the cacheable APIs.

Answer: D

NEW QUESTION 5

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: AD

NEW QUESTION 6

Use the Add Mode and Default Quantity fields only for auto-add or auto-replace product relationships.

- A. True
- B. False

Answer: A

NEW QUESTION 7

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

NEW QUESTION 8

How are promotions applied to an order in Vlocity Cart?

- A. By clicking on Add to Cart for a promotion in the promotions list
- B. Automatically using context rules
- C. By running the Promotion Hierarchy Batch job
- D. By clicking the Take me there configuration icon

Answer: A

NEW QUESTION 9

In Vlocity Context Rules, only one rule set can apply to a promotion.

- A. True
- B. False

Answer: B

NEW QUESTION 10

My product has both ContextRules and Advanced Rules. Which rules will be enacted first at runtime?

- A. Context Rules
- B. Advanced Rules

Answer: A

NEW QUESTION 10

What operations are available to users with regard to asset management?

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

- A. Change to Quote, Change to Order and Move
- B. Change to Opportunity, Change to Order and Move
- C. MACD, ABO and Copy to Order
- D. Move, Reprice and Check Contract

Answer: A

NEW QUESTION 14

In order to filter product attributes, the API name of the JSONAttribute field must be specified in the Attribute Lookup Field Name of the Entity Filter.

- A. True
- B. False

Answer: A

NEW QUESTION 15

MACD or Asset-Based Ordering capabilities are powered by what Vlocity technology? Note: This question displayed answer options in random order when taking this Test.

- A. OmniScript and Vlocity Cart
- B. Vlocity Cart
- C. OmniScript
- D. Vlocity Rules

Answer: A

NEW QUESTION 19

Which of these can be used to launch a guided selling process?

- A. Vlocity DX
- B. A Vlocity action
- C. Using a field on the Order page
- D. From the line item actions dropdown menu in Vlocity Cart

Answer: B

NEW QUESTION 23

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

Answer: A

NEW QUESTION 25

An Advanced Rule can have how many filters?

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

- A. 1
- B. 1 or more
- C. 0, 1 or more
- D. 0-3

Answer: C

NEW QUESTION 27

In Guided Selling, in order to ensure that your script will be portable from your dev org to your production org, you should specify the price list by:

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

- A. Using a DataRaptor to retrieve the price list Id.
- B. Include a key/value pair in the remote action containing the remote method createCart.
- C. Include the price list Id in the vlcCart settings.
- D. Create a key/value pair with SObject being the key and %pricelistId% being the value.

Answer: C

NEW QUESTION 30

Felix is a Vlocity CPQ administrator, and he needs to help launch their Smart Widget product. They are doing a soft launch only for opportunities for existing B2B customers. What context scope should Felix use for the context mapping that he will create?

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

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

Answer: A

NEW QUESTION 32

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

NEW QUESTION 33

In Vlocity Context Rules, a rule set must contain more than one rule.

- A. True
- B. False

Answer: B

NEW QUESTION 35

True or false: Cart-based guided selling experiences use Angular JS templates.

- A. True
- B. False

Answer: A

NEW QUESTION 38

What can you set using the cardinality of a promotion's child product? (Choose THREE) Note: This question displayed answer options in random order when taking this Test.

- A. The minimum amount of the product that can be purchased
- B. The maximum amount of the product that can be purchased
- C. Whether the price of the product rolls up into the total for the promotion
- D. Whether the product is optional for purchase

Answer: ABD

NEW QUESTION 42

The developer prepares to test the rule by running the appropriate API cache job, but ... Which two properties are causing the job to fail? Choose 2 answers

- A. Code
- B. Default Value
- C. Data Type
- D. Values for caching

Answer: AC

NEW QUESTION 45

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 anonyms users for selection.

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

Answer: C

NEW QUESTION 48

In the context of order cancellation, how is a supplemental order created?

- A. The same way any other order "s created
- B. Similar to any other New Order, but the OrderType f ©Id is :e:'Supplemental" in the picklist
- C. Automatically by CPQ when an order s canceled
- D. Automatically by OM when an order is canceled

Answer: C

NEW QUESTION 51

To change the time plan or time policy of a child product in a promotion, you change it in: Note: This question displayed answer options in random order when taking this Test.

- A. The rule associated with the promotion
- B. The charge adjustment or override
- C. The price list
- D. The pricing element

Answer: B

NEW QUESTION 56

Which of these can you use to indicate a child product of a promotion is decreased by \$5.00? Note: This question displayed answer options in random order when taking this Test.

- A. Price list adjustment
- B. Adjustment
- C. Redeemable code
- D. Product code
- E. Override

Answer: B

NEW QUESTION 57

The time policy for a promotion indicates what?

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

- A. When promotional pricing applies to the customer account
- B. When thepromotion starts
- C. Which customers are eligible for the promotion
- D. Whether the customer can terminate the contract early

Answer: A

NEW QUESTION 59

Which two actions should the developer take to troubleshoot this issue? Choose 2 answers

- A. Run Refresh Platform Cache
- B. Run EPCProductAttribJSONBatchJob
- C. Run Product Hierarchy Maintenance
- D. Run Load API Metadata

Answer: AC

NEW QUESTION 63

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: ACEF

NEW QUESTION 65

A price list: (Choose THREE)

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

- A. Is always associated with a price book.
- B. Is used to create pricing variables.
- C. Contains price list entries.
- D. Can be a parent price list or child price list.
- E. Is the same as a price book.

Answer: ACD

NEW QUESTION 68

Which of the following are contained in the shared catalog? (Select THREE)

- A. Decomposition Relationships
- B. Decomposition States
- C. Commercial Products
- D. Technical Products
- E. Orchestration Plans

Answer: ACD

NEW QUESTION 70

A company creates a new product, as shown below. Product A

- Selling Start Date: July 31, 2021
- Selling End Date: October 31, 2021
- FulfillmentStart Date: July 31, 2021
- End of Life Date: October 31, 2022

On November 22, 2021, which action can be taken on this product?

- A. Add to Cart
- B. Change
- C. Disconnect
- D. Move

Answer: C

NEW QUESTION 73

If you add multiple child rules to a rule set. the expression mode for the rule set determines how those rules are applied.

- A. True
- B. False

Answer: A

NEW QUESTION 74

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

NEW QUESTION 76

The discount of a child product's price in a promotion can expire before the promotion ends.

- A. True
- B. False

Answer: A

NEW QUESTION 77

Which two responses are parts of a pricing element? Choose 2 answers

- A. The currency code
- B. The price category
- C. The pricing calculation
- D. The charge (amount)

Answer: AD

NEW QUESTION 82

Which of these questions would you use to decide that you should use a promotion instead of an offer to market products? (Choose THREE)

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

- A. Product is available to limited set of customers.
- B. Product is available only to B2C customers.
- C. Product is available for a limited time.
- D. Product needs to be sold quickly.
- E. Product cost is increasing.

Answer: ACD

NEW QUESTION 84

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

NEW QUESTION 85

A product does not need a base price to:

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

- A. Show up as a pricing variable
- B. Appear in the cart
- C. Indicate the type of price it is
- D. Have rules associated with it

Answer: B

NEW QUESTION 87

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

- A. After the step Apply Parent Variables
- B. Before the step Initialize Pricing Context
- C. Between the step Initialize Pricing Variables and the step Apply Offer Adjustments
- D. Between the step Initialize Pricing Context and the step Load Price list Entries

Answer: B

NEW QUESTION 91

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

- A. True
- B. False

Answer: B

NEW QUESTION 92

In Vlocity Context Rules, what is the purpose of a rule set?

- A. To contain one or more context rules in a set that can be assigned to products, promotions or price list entries
- B. To combine Advanced Rules and Context Rules into a set
- C. To define the cardinality used during rule processing
- D. To organize context rules in logical group during design-time

Answer: A

NEW QUESTION 94

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: AEF

NEW QUESTION 96

In Vlocity Context Rules, what is a context dimension?

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

- A. A variable that stores rule condition values
- B. A link to data stored in sObjects, calculated using a function, or typed in during design-time
- 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

Answer: A

NEW QUESTION 98

In an attribute-based pricing matrix, which field is used as the key by the matching algorithm? Note: This question displayed answer options in random order when taking this Test.

- A. Source Product Code
- B. Source Product Name
- C. Source Product RecordId
- D. Source Product RecordId and Source Product Name

Answer: A

NEW QUESTION 102

Which of these could be considered an adjustment? (Choose TWO)

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

- A. \$12 price for a product on an employee price list
- B. \$50 off
- C. 20% off for 3 months
- D. \$35 recurring monthly price for B2C customers

Answer: BC

NEW QUESTION 105

Why does Guided Selling need a persistent cart?

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

- A. To prevent the regular Vlocity Cart from appearing
- B. To ensure the cart continues to appear between process steps
- C. To launch the OmniScript from the Vlocity action button and begin the process
- D. To fully display the instructions and step titles for each process step

Answer: B

NEW QUESTION 109

A developer selects a smart thermostat from an account's list of assets and clicks Change to Order. While reviewing the order in the Cart, the developer notices the price of the existing asset in the Change order does not match the price that was displayed in the Service Asset Management view.

What is the reason for this discrepancy?

- A. The asset was originally priced for a different user.
- B. asset has a status of Disconnect in Change orders.
- C. One-time charges are zeroed out on Change orders.
- D. The product's price has changed.

Answer: C

NEW QUESTION 110

A guided process allows you to create new product bundles in the Cart.

- A. True
- B. False

Answer: B

NEW QUESTION 114

In Vlocity Cart, what are the buttons in the top right of the cart header?

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

- A. Vlocity Actions
- B. Buttons defined on the Salesforce layout
- C. Buttons defined in the cpq-cart-setup template
- D. Buttons defined on the Order sObject

Answer: A

NEW QUESTION 115

The affectivitytime frame for a product's pricing charge:

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

- A. Can affect whether the product displays in the Products list of the cart
- B. Can determine whether an adjustment or an overridecan be used to discount the product
- C. Can cause a pricing element to no longer be used
- D. Can be paired with a pricing variable to determine frequency

Answer: A

NEW QUESTION 118

How is a time plan different from a time policy?

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

- A. A time plan is proratable.
- B. A time plan can start on the date of purchase.
- C. A time plan's start can be delayed.
- D. a time plan contains the duration of time for pricing to apply.

Answer: D

NEW QUESTION 119

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 theorder 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

Answer: D

NEW QUESTION 123

In Vlocity CME. if you want to regenerate the JSON attribute fields forall products in your product catalog, what job should you run?

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

- A. EPCProductAttribJSONBatchJo
- B. accessible in Vlocity University's training orgs via the Process Attributesbutton.
- C. ProductAttributesBatchProcessor, which can be run via the Refresh Pricebook function on the CMT Administration screen.
- D. ProductHierarchyBatchProcessor, which can be run via the Refresh Pricebook function on the CMT Administration screen.
- E. ResolveProductHierarchyBatchJob, which can be run via the Product Hierarchy Maintenance function on the CMT Administration screen.

Answer: A

NEW QUESTION 126

Each time a new smartphone is offered, the company wants to automatically decrease its price over time. How could this be done?

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

- A. Using a rule and time policies to control effectivity
- B. Using a rule and time plans to control effectivity
- C. Usingmultiple price lists with effectivity time frames
- D. Using price list entries with effectivity time frames

Answer: C

NEW QUESTION 127

Which option must be checked on context dimensions to ensure they ore cached and accessible to the cacheable APIs'

- A. Cacheable Mode
- B. Default Value
- C. Context
- D. Cacheable Value

Answer: A

NEW QUESTION 132

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: ABD

NEW QUESTION 133

A developer needs to create a context rule in a Digital Commerce guided selling experience to evaluate the technology configuration installed at the account's location. The developer configures a new context dimension for the rule as shown below.

The developer prepares to test the rule by running the appropriate API cache job, but the job fails. Which two properties are causing the job to fail? Choose 2 answers

- A. Code
- B. Values for caching
- C. Data Type
- D. Default Value

Answer: BD

NEW QUESTION 135

In Vlocity Cart, how are the prices in the selectable Product List calculated?



- A. Using list pricing as defined on the price list with no calculation
- B. Using Advanced Rules pricing rules
- C. Using Context Rules associated with the price list
- D. All of the above

Answer: A

NEW QUESTION 138

To ignore the base price of a child product in a promotion and change it to a different price, what would you use?

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

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

Answer: A

NEW QUESTION 139

Vlocity Product Console does not support the creation of custom EPC objects.

- A. True
- B. False

Answer: A

NEW QUESTION 142

Felix is the Vlocity CPQ administrator, and he has created a new product with no child products in the shared product catalog. What must he do after he has created the product in Vlocity Product Console?

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

- A. No additional steps are needed.
- B. He must run the Refresh Pricebook job and then the Product Hierarchy Maintenance job.
- C. He must run the Product Hierarchy Maintenance job and then the Refresh Pricebook job.
- D. He must clear the platform cache and then run the Refresh Product Hierarchy Maintenance job.

Answer: A

NEW QUESTION 143

Which of these can you use in a promotion to change the price of a child product? (Choose TWO Note: This question displayed answer options in random order when taking this Test.

- A. MACD
- B. Adjustment
- C. Override
- D. New order
- E. Different price list

Answer: BC

NEW QUESTION 148

A developer configures a context rule to allow customer with Premium Service Level agreements (SLA) to be eligible for Premium Device products. To test: the rule, the developer creates an order for a Premium SLA customer and configures the order in the Cart. In the Cart, the developer notices the Premium Device product is displayed only under the Disqualified tab and cannot be added to the Cart. What is causing this issue?

- A. The rule does not have the active property selected.
- B. The Clear Managed Platform Cache job has not been run.
- C. The rule set has not been assigned to the Premium Device product.
- D. The Product Hierarchy Maintenance job has not been run.

Answer: B

NEW QUESTION 153

Felix, the CPQ administrator, needs to ensure that when gold SLA customers order the Installation service product, the Installation Service product's service level attribute is set to "Full Service." What type of rule can he use to do that?

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

- A. An advanced rule of type Configuration that includes an entity filter on Account.SLA and a product relationship of type Modify Attributes
- B. A context rule with a context mapping that evaluates the Account.SLA and a function to modify attributes
- C. An advanced rule of type Eligibility that includes an entity filter on Account.SLA and a product relationship of type Auto Add.
- D. A context rule with a context dimension that invokes a function to modify attributes on the line item with a context mapping on Account.SLA

Answer: D

NEW QUESTION 157

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

Answer: C

NEW QUESTION 159

How Can you Change the line item's configuration in Vlocity Cart?

- A. Delete and re-add the product
- B. Click the cart line item Actions menu and select Configure
- C. Update the product's attribute in Vlocity Product Console
- D. Invoke Field Mapper

Answer: B

NEW QUESTION 163

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

NEW QUESTION 167

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

- A. True
- B. False

Answer: A

NEW QUESTION 171

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: BC

NEW QUESTION 176

The Recurring Total and One Time Total prices displayed in the Cart Line Items pane are calculated by any active pricing rules or promotions that have been applied.

- A. True
- B. False

Answer: A

NEW QUESTION 179

A company wants to charge different prices for a service depending on the bandwidth and network selected by the customer.

* If bandwidth is 1 GB and network is "Internet the price is \$10/monthly and \$5/one-time-charge

* If bandwidth is 10 GB and network is "external," the price is \$20/monthly and \$0/one-time-charge Which type of pricing should the developer configure to meet these requirements?

- A. Usage Pricing
- B. Context rules for pricing adjustments
- C. Cost and Margin Pricing
- D. Attribute Based Pricing

Answer: D

NEW QUESTION 183

Which of the following are the key technologies that power guided selling experience?

- A. Vlocity OmniScript
- B. Vlocity CPQ
- C. Vlocity Order Management
- D. Vlocity Account Manager

Answer: AB

NEW QUESTION 184

You can have only one implementation active per interface.

- A. True
- B. False

Answer: A

NEW QUESTION 189

How do you ensure that the persistent cart (vlcCart) is created in the correct node in the data JSON?

- A. Check the Show Persistent Cart property for the action that creates it
- B. Specify "vlcPersistentComponent" in the Response JSON Node properly
- C. Drag the vlcCart node under the vlcPersistentComponent parent node in the Json editor
- D. Check the Render property for the action that creates it

Answer: C

NEW QUESTION 193

Which of the following are features of the Product List in Vlocity Cart? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. It is only displayed on the Opportunity tab.
- B. It is based on a specific price list.
- C. It uses Vlocity Rules to display available and eligible products.
- D. Allows hierarchical product structures.

Answer: BC

NEW QUESTION 197

Whathappens 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

NEW QUESTION 200

A party is an entity with which a Salesforce customer does business.

- A. True
- B. False

Answer: A

NEW QUESTION 203

Where do product images appear in the Cart?

- A. In the Product List
- B. In the Cart's Line Item pane
- C. Product images must be configured in the Cart's templates
- D. In the Product Details modal window

Answer: D

NEW QUESTION 205

Which of the following choices are root entity context scopes?

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

- A. Order
- B. Opportunity
- C. Quote
- D. Asset
- E. Account
- F. Contract
- G. Product
- H. Order Line Item

Answer: ABCD

NEW QUESTION 209

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. Asummary 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 inthe cart
- F. Ability to change the price book for the cart

Answer: BCDE

NEW QUESTION 212

What must you do before you can create a product attribute?

- A. Create the product
- B. Create the objecttype
- C. Create an attribute category
- D. Create the picklist

Answer: C

NEW QUESTION 214

What does the Vlocity Cards Framework provide?

- A. Cards, layouts,and templates
- B. Cards and pre-built wizards
- C. Templates for designing ad-hoc promotions

Answer: A

NEW QUESTION 215

How should the developer configure the products to support these requirements following best practices?

- A. Create an object type for each phone
- B. Create a Color attribute, and assign it to each of the object types. On each object type, override the default picklist with custom picklist.
- C. Create a Color attribute and assign it to an object type
- D. Create products for each phone using the object type, and override the inherited Color attribute's picklist with a custom picklist.
- E. Create Product2 record types for each phone
- F. Create a Color attribute and assign it to the record types. Create global picklist for each set of possible colors, and assign the picklist to the record types.
- G. Create a Color formula field on the Product2 object
- H. Use a function to display different values depending on a product code lookup.

Answer: B

NEW QUESTION 216

If you want to limit the duration of a discount on a child product's price, what would you use?

- A. The time plan on the entire promotion
- B. The time policy of the promotion
- C. The time plan on the child product's discount
- D. The override of the child product's cardinality

Answer: C

NEW QUESTION 217

When a child product's price has been adjusted and the display text is unclear:

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

- A. The product does not appear in the cart
- B. The price adjustment may not be understood
- C. The agent will have difficulty understanding the base price
- D. The product name will be incorrect

Answer: B

NEW QUESTION 222

What is the minimum amount of space that you should allocate for the CPQ Partition? Note: This question displayed answer options in random order when taking this Test.

- A. 10 MB
- B. 100 MB
- C. 1 GB
- D. 0 MB, since you can disable the CPQ Partition.

Answer: A

NEW QUESTION 223

When creating a pricing adjustment, what should a developer do to make sure that the user can understand why the price has been adjusted?

- A. Use a clear name for the pricing adjustment
- B. Include help text for the pricing adjustment
- C. Include a configuration message for the pricing adjustment
- D. Include display text for the pricing adjustment

Answer: D

NEW QUESTION 228

When viewed in the Price Details window, which of these can be used to detect the adjustments that have been applied to a line item in the cart? (Choose TWO)

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

- A. The display text of the base price
- B. The display text of the pricing adjustment
- C. The display text of the pricing override
- D. The display text of the product description
- E. The display text of the price list

Answer: BC

NEW QUESTION 231

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

Answer: B

NEW QUESTION 236

Which of these describes the persistent cart used in Guided selling

- A. A version of Vlocity Cart
- B. A lightweight OmniScript component
- C. Designed for novice user
- D. Designed for power user

Answer: AB

NEW QUESTION 239

Which three of the following product relationship types are available when creating a Vlocity Configuration/Validation rule?

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

- A. Requires
- B. Excludes
- C. Recommends
- D. Optional
- E. Limited Quantity
- F. Suggests
- G. Not Compatible

Answer: A

NEW QUESTION 241

What is CpQAppHancfler?

- A. The remote method used to filter products from the shared catalog
- B. An Angular directive within the persistent cart templates that contains CPQ logic
- C. A specialized global Apex class that includes methods to perform CPQ functions
- D. An integration procedure invoked by the persistent cart that performs CPQ functions

Answer: C

NEW QUESTION 245

Context rules frameworks uses a single interface for all of its operations.

- A. True
- B. False

Answer: B

NEW QUESTION 246

Which of these ensures the user will return to the page where they began the Guided Selling process? Note: This question displayed answer options in random order when taking this Test.

- A. checkout
- B. postCartItems
- C. remote action element
- D. selectables element
- E. done action element
- F. set values element

Answer: E

NEW QUESTION 247

Which of the following are the three Configuration/Validation implementations provided by Vlocity? Note: This question displayed answer options in random order when taking this Test.

- A. AdvancedCompatibilityImplementaion
- B. DefaultRulesImplementation
- C. ProductRelationshipValidationImpl
- D. ValidationRulesImplementation
- E. DefaultProductValidationImplementation
- F. CustomValidationFramework

Answer: CDE

NEW QUESTION 250

In order to evaluate product attribute values, what must be set on the entity filter?

- A. Entity Filter Type
- B. Evaluation Criteria

- C. Formula for Conditions
- D. Attribute Lookup Field Name

Answer: C

NEW QUESTION 251

Vlocity Cart requires what information to display a product list?

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

- A. Price List record id
- B. Session id
- C. User id
- D. Product Configuration

Answer: A

NEW QUESTION 255

Felix is the Vlocity CPQ Administrator, and he's creating a new product bundle that includes a child product. There can only be one child product at a time in the bundle; it must be added automatically to the cart along with the parent product; and users should be prevented from deleting it. What is the easiest way for Felix to do this?

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

- A. To create a child product with a cardinality of 1, 1, 1
- B. To create an Auto-Add product configuration rule and a Requires product configuration rule
- C. To set the Auto-Add and No Delete flags
- D. To create a configuration context rule

Answer: A

NEW QUESTION 259

Which component uses a child catalog code to call the APIs and get a response with the appropriate products?

- A. dcCatalog
- B. dcChildCatalog
- C. dcOfferList

Answer: C

NEW QUESTION 263

A company wants to offer a promotion only to new customers. The developer builds a context rule to meet this requirement.

The developer creates:

- * picklist named Account Status that contains values of New, Active, and Closed
- * A context dimension named Account Status and links it to the Account Status picklist
- * A context mapping that uses the AnyAccountScope and a source expression of Status c
- * A context rule called "New Customer Accounts" with a rule condition that will evaluate the Account Status context dimension using a Hard Fail Fail Level
- * A rule set with a Rule Type=Qualification and an Action Taken=Qualify, adds the context rule to it, and then adds it to the promotion

The developer confirms that all context rule components are active and effective. The developer configures an order for a new account in the Cart, but the promotion does not appear in the list of qualified promotions.

What should the developer have done?

- A. Run the Product Hierarchy Maintenance job.
- B. Create a context dimension name without a space.
- C. Set the Rule Type to Evaluation,
- D. Set the rule condition to have a Fail Level-Soft Fail.

Answer: B

NEW QUESTION 268

If more than one promotion has been applied to a bundle in the Cart, what must you have enabled to be able to delete the promotions?

- A. Update scope setting in the promotion
- B. Deep delete
- C. Shallow delete

Answer: C

NEW QUESTION 269

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

NEW QUESTION 273

In Vlocity CME, what is Field Mapper?

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

- A. a declarative tool to configure field mappings from opportunities to quotes to orders
- B. A configuration tool that maps fields to product attributes
- C. A data loading tool used to import product catalog data
- D. A configuration tool used to map fields to template bindings

Answer: A

NEW QUESTION 276

Rules always execute if they are active.

- A. True
- B. False

Answer: B

NEW QUESTION 277

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: AC

NEW QUESTION 282

Lengthy on-boarding for new hires is a business challenge historically faced by telecommunications companies.

- A. True
- B. False

Answer: A

NEW QUESTION 287

Which type of action can be used in a Configuration/Validation Advanced Rule?

- A. Restriction
- B. Product Relationship
- C. Penalty
- D. Qualification

Answer: B

NEW QUESTION 292

Which two line items actions will display in the Cart when performing a Move order from an account to another? Choose 2 answers

- A. Disconnect
- B. Existing
- C. Change
- D. Suspend

Answer: AB

NEW QUESTION 297

Compatibility rules use product relationships as their rule action.

- A. True
- B. False

Answer: A

NEW QUESTION 298

Carole White is a customer of the Family Simple Choice Plan, and she decides she would like to add the Smart Cloud Security product. When the agent changes the current asset to an order to add the new product, what will the line item action status be for the Family Simple Choice Plan in the order?

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

- A. Existing
- B. Change
- C. Add

D. Configured

Answer: A

NEW QUESTION 301

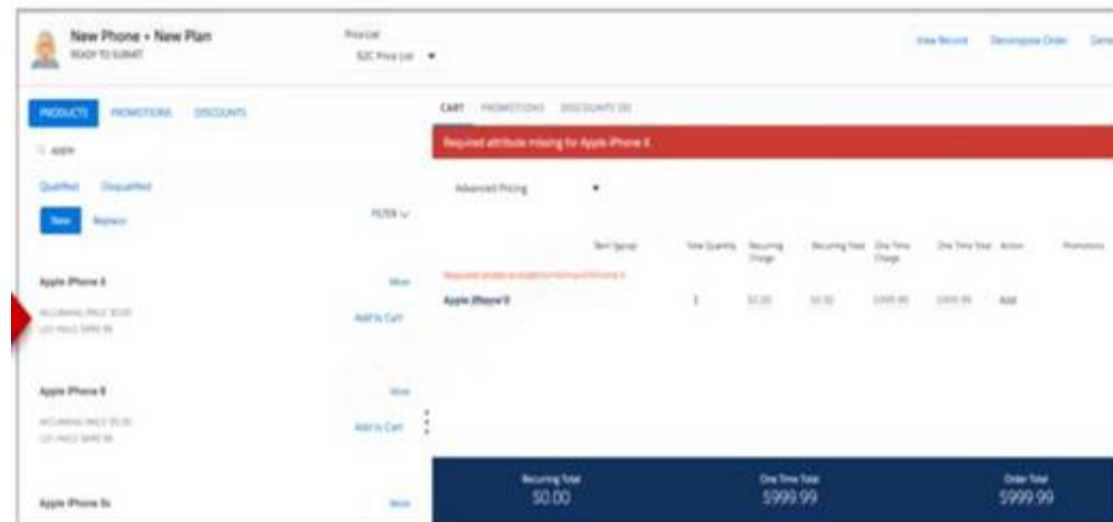
When you use multiple price lists...

- A. You can assign more than one base price to the same product.
- B. You don't need the Salesforce price book.
- C. You can ignore affectivity time frames.

Answer: A

NEW QUESTION 305

In the Cart, how are the prices in the selectable Product List calculated?



- A. Using Advanced Rules pricing rules
- B. Using Context Rules associated with the price list
- C. Using active pricing rules and related calculation matrices
- D. Using the price list entry marked as base price with no calculation

Answer: D

NEW QUESTION 310

For smaller deployments, enabling CPQPartition platform cache is not required.

- A. True
- B. False

Answer: A

NEW QUESTION 314

What type of inheritance architecture do Vlocity object types use?

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

- A. IS-A inheritance architecture
- B. HAS-A inheritance architecture
- C. Hybrid (Virtual) inheritance architecture
- D. Protected (Private) inheritance architecture

Answer: A

NEW QUESTION 319

Which of the following entities can be managed using Vlocity ProductConsole? (Choose FOUR) Note: This question displayed answer options in random order when taking this Test.

- A. Picklists
- B. Product attributes
- C. Object types
- D. Products
- E. Attribute categories
- F. Configuration/Validation rules
- G. Advanced Rules
- H. Field mappings

Answer: ABCD

NEW QUESTION 322

In Vlocity Cart, which of the following rules are run in the cartline items panel to determine required or excluded products and/or compatibility?

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

- A. Configuration Validation (Compatibility) Advanced Rules
- B. Evaluation Context Rules
- C. Qualification Context Rules
- D. Configuration Validation (Compatibility) Context Rules

Answer: A

NEW QUESTION 324

One of the business capabilities of the Communications Cloud is...

- A. Order management
- B. Contract management
- C. Both of the above

Answer: C

NEW QUESTION 328

When assigning a context rule, what context rule component is actually assigned?

- A. Context dimension
- B. Context rule set
- C. Context rule
- D. Context mapping

Answer: B

NEW QUESTION 333

In Vlocity Rules, what type of rule can evaluate order line items?

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

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

Answer: A

NEW QUESTION 336

You don't set entity paths for root scopes.

- A. True
- B. False

Answer: A

NEW QUESTION 341

Which field on a Vlocity Picklist is primarily evaluated programmatically either by Vlocity CPQ or Vlocity Order Management?

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

- A. Text value
- B. Label
- C. Code
- D. Abbreviation

Answer: A

NEW QUESTION 344

What must a developer set to allow a user to modify an attribute in the Cart's configuration window?

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

Answer: B

NEW QUESTION 347

Which TWO statuses are seen by default from the Orders tab?

- A. State of task within an Orchestration Plan
- B. State of the Orchestration Plan itself
- C. Salesforce Status
- D. Salesforce Industries Order Status
- E. PONR Status

Answer: CD

NEW QUESTION 352

When creating a context rule, where can a developer set the rule fail level?

- A. Context Mapping
- B. Context Dimension
- C. Rule Set
- D. Rule Condition

Answer: C

NEW QUESTION 354

Salesforce's implementation teams can help you define a digital transformation plan.

- A. True
- B. False

Answer: A

NEW QUESTION 355

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