

# Exam Questions Industries-CPQ-Developer

Salesforce Certified Industries CPQ Developer (SU21)

<https://www.2passeasy.com/dumps/Industries-CPQ-Developer/>



#### NEW QUESTION 1

Context Dimension Domain Types include:

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

**Answer:** D

#### NEW QUESTION 2

Vlocity Cart displays what five fields in the Line Item Cart pane?

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

- A. Quantity, Recurring Charge, Recurring Total, One Time Charge, One Time Total
- B. Quantity, Recurring Charge, One Time Total, Total Charges, Discount %
- C. it is based on fields defined in the cpq-cart-setup template.
- D. It is based on user selection.

**Answer:** A

#### 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

Rules help keep you from submitting an inaccurate order.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 5

To create a time policy, you must:

- A. Create a pricing variable first
- B. Assign it to the price list
- C. Create it using the Product Console
- D. Create a time plan first

**Answer:** C

#### NEW QUESTION 6

You want to show a starting price for a bundle with optional child products. What do you need to change?

- A. The base price of the parent product
- B. The price of all child products
- C. The pricing element
- D. The display text to show the starting price

**Answer:** D

#### NEW QUESTION 7

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 8

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

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

**Answer:** BC

**NEW QUESTION 9**

What can a developer use to make sure a subscription ends at the end of the subscription plan?

- A. An Effective From date
- B. A time policy
- C. A time plan
- D. An Effective Until date

**Answer:** D

**NEW QUESTION 10**

Which Lightning web component allows the user to submit their payment details?

- A. dcReviewOrder
- B. dcCheckouiPaymem
- C. dcUpdateBHlingAddress
- D. dcOfferConfig

**Answer:** C

**NEW QUESTION 10**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 12**

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

**Answer:** A

**NEW QUESTION 13**

The developer notices that the Digital Commerce APIs are returning incorrect or no results. Which cache should the developer refresh?

- A. CPQPartition cache
- B. CachedAPHtesponse cache
- C. VlodtyMetadata cache
- D. VlocityAPIResponse cache

**Answer:** B

**NEW QUESTION 14**

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

**NEW QUESTION 19**

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 22**

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

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 30

Product images can either be URLs to online images or files that are uploaded to Documents.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 32

To create a pricing element, you must first create:

- A. A price list
- B. A price list entry
- C. A product
- D. A rule

**Answer:** A

#### NEW QUESTION 33

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 35

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 39

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

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 42

To list the products retrieved for display in Guided Selling, you use a:  
Note: This question displayed answer options in random order when taking this Test.

- A. Done action element
- B. Selectable items element
- C. Step element

D. Remote action element

**Answer:** B

#### NEW QUESTION 46

In Vlocity Context Rules, where can you create a failure message that will display for the product or promotion in the Disqualified tab in Vlocity Cart?

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

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

**Answer:** A

#### NEW QUESTION 47

When you add a condition, which option allows you to select a context dimension?

- A. Function
- B. Simple

**Answer:** B

#### NEW QUESTION 48

How does Vlocity Cart represent products with a default quantity cardinality of 0? Note: This question displayed answer options in random order when taking this Test.

- A. As a line item with an Add to Cart button
- B. In a yellow font as a Recommended Product
- C. As a line item with a quantity of 0
- D. As an available product in the Search Item dialog

**Answer:** A

#### NEW QUESTION 50

If a product varies in price depending on how it is configured, how can a developer inform the user that the pricing will vary?

- A. Adjust the price of the parent product
- B. Make all child products optional
- C. Add a description to the price list entry
- D. Change the display text of the price list entry

**Answer:** D

#### NEW QUESTION 54

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 57

Industries CPQ and Industries OM support canceling the entire order, or part of an order.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 58

A parent/child price list would be useful for: (Choose TWO)

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

- A. Creating child price lists for different regions
- B. Applying rules to child price lists
- C. Changing the pricing of child products in bundles
- D. Changing the pricing of the parent product in a bundle

**Answer:** B

#### NEW QUESTION 61

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 65

To ensure a subscription ends at end of the subscription plan, you use:

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

- A. A time plan
- B. An Effective Until date
- C. a time policy
- D. An EffectiveFrom date

**Answer:** C

#### NEW QUESTION 67

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 71

What tasks must be done when moving product catalogdata containing product attributes between orgs or spinning a sandbox? (Choose TWO)

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

- A. Regenerate the attribute record ids stored in the JSONAttribute field
- B. Refresh Pricebook, which runs the ProductAttributeBatchProcessor job
- C. Run the Product Hierarchy Maintenance batch job
- D. Use Data Loader to load attribute record ids

**Answer:** A

#### NEW QUESTION 72

You can apply context rules to order line Items.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 77

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

#### NEW QUESTION 80

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 84

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 87

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 88

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 89

When dealing with 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 90

Which two jobs must be run when new product bundles are added to the shared catalog? Choose 2 answers

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

**Answer:** BD

#### NEW QUESTION 92

Which of 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

**Answer:** B

#### NEW QUESTION 95

What is Vlocity Guided Selling used for? (Choose FOUR)

Note: This question displayed answer options in random order when taking this Test. For customers and partners who can self-order

- A. To reduce average call handling time and agent training
- B. To provide a better customer experience
- C. To replace the regular Vlocity Cart for order capture
- D. To use functions not found with the Vlocity Cart for order capture
- E. To train agents in selling processes before they use the regular Vlocity Cart
- F. To include helpful instructions for agents



**Answer:** ABCF

#### NEW QUESTION 99

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 103

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 107

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 111

Which of these rule types can you use to ensure that a valid combination of products is added to the Cart?

- A. Availability
- B. Compatibility
- C. Eligibility
- D. All of the above

**Answer:** B

#### NEW QUESTION 114

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 115

In the line item configuration window of Vlocity Cart, what information can be modified? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. Service account
- B. Billing account
- C. Prices
- D. Applied promotion

**Answer:** AB

#### NEW QUESTION 118

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

- A. True
- B. False

**Answer:** B



#### NEW QUESTION 119

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

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

**Answer:** A

#### NEW QUESTION 121

Which of these requires a calculation that uses the product's price?

- A. Completely overriding the price
- B. Discounting the price by 20%

**Answer:** B

#### NEW QUESTION 124

What is a facet in Vlocity Product Console?

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

- A. An entity comprised of sections and section elements that appears on the left-hand navigation menu in Vlocity Product Console
- B. An entity that is used to map context dimensions to fields in Salesforce
- C. A container for a Visualforce page
- D. An entity that organizes the objects on the Product Console's Dashboard

**Answer:** A

#### NEW QUESTION 129

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 132

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 134

Document sections within a Vlocity Document Template can be conditionally included based on which two items?

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

- A. Products
- B. Advanced Entity Filters
- C. Merge codes
- D. Browser Version

**Answer:** AB

#### NEW QUESTION 136

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

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 137

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 141

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

#### NEW QUESTION 144

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 148

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:** CD

#### NEW QUESTION 153

A developer needs to configure a new installation product that will not be charged to customers. The developer creates the product using the installation object type and adds a product code MODEM5G-INST. To simplify configuration, the developer does not configure a price. The developer sets the selling Start Date to 1 month from now.

To test the new product, the developer configures an order in the Cart and selects the default price list. The developer searches the products list, but the new product does not appear.

What is causing this issue?

- A. The product code contains a non-alphanumeric character (-).
- B. The developer did not configure a price.
- C. The Selling Start Date price is in the future.
- D. The developer did not run Refresh Platform Cache.

**Answer:** B

#### NEW QUESTION 157

Product attributes are stored:

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

- A. in JSON format in a field on the Product2 object
- B. As name/value pairs on the Attribute2 object
- C. In individual fields on the product record
- D. As a binary attachment

**Answer:** A

#### NEW QUESTION 159

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

#### NEW QUESTION 164

In Guided Selling, which of these updates the items in the 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

**Answer:** G

#### NEW QUESTION 169

You apply rule sets rather than individual context rules to products or promotions.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 174

When adof na products to the Cart, the developer notices that nothing renders in the cart. The developer uses the browser console network tab to troubleshoot the issue.

Which method should the developer look for in the responses to begin troubleshooting?

- A. postCartsltems
- B. createCart
- C. getBasketDetails
- D. getCartsltems

**Answer:** A

#### NEW QUESTION 178

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 180

What does the selectable items element do in a Guided SellingOmniScript? (Choose TWO) Note: This question displayed answer options in random order when taking this Test

- A. Retrieves filtered products from the product catalog
- B. Lists products retrieved by the remote action
- C. Invokes the remote method postC arts Items
- D. Stores the filters for the products to be retrieved

**Answer:** BC

#### NEW QUESTION 182

A company wants to automatically decrease the price of a smartphone product within specified time frames. What should a developer configure to meet this requirement?

- A. A promotion and time policies
- B. A price fist entry with affectivity time frames
- C. A context rule on the smartphone product and time policies
- D. Multiple price lists with affectivity time frames

**Answer:** D

#### NEW QUESTION 185

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

#### NEW QUESTION 187

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

#### NEW QUESTION 192

Which of these is a method for pricing bundles?

- A. Price the child products as zero and assign a flat rate to the parent product.
- B. Use multiple price lists to assign more than one price to a product.
- C. Change the display text of a price list entry to show the starting price.

**Answer:** A

#### NEW QUESTION 196

What does the affectivity date for a product's price list entry control?

- A. Whether the product displays in the Products list of the cart
- B. Whether an adjustment or an override can be used to discount the product
- C. Whether a pricing element can be paired with a pricing variable
- D. Whether a pricing element is used or not

**Answer:** A

#### NEW QUESTION 198

Which functionality can a developer use to include or exclude an attribute picklist value based on the value of another attribute?

- A. Attribute metadata
- B. Object types
- C. Product configuration procedures
- D. Context rules framework

**Answer:** C

#### NEW QUESTION 200

A fited dock icon next to a line item in the Cart indicates which product selling period date?

- A. Selling End Date
- B. End of Life Date
- C. Fulfilment Start Date
- D. Selling Start Date

**Answer:** B

#### NEW QUESTION 205

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 207

Choose the correct definition for "asset".

- A. An irreplaceable item of high value
- B. A product or service the customer has already purchased
- C. Any commercial or technical item required for a customer purchase

**Answer:** B

#### NEW QUESTION 211

If you want the user to select a value for a product attribute during order capture, what attribute metadata flag must be set via VlocityProduct Console?

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

- A. Run-time Configurable
- B. Required
- C. Has Rule
- D. Has Attribute

**Answer:** A

#### NEW QUESTION 214

Product X requires Product Y is an example of a Eligibility rule.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 217

How does Industries CPO's order capture help to ensure a perfect order?

- A. By ensuring onlydiscounted items are added to the cart
- B. By adding any promotions to the customer account automatically
- C. By showing only available and eligible products for customer purchase
- D. By sending a confirmation email to the user before ordering

**Answer:** C

#### NEW QUESTION 219

In Vlocity Context Rules, what type of component can be linked to a Vlocity picklist? Note: This question displayed answer options in random order when taking this Test.

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

**Answer:** A

#### NEW QUESTION 223

A company wants to charge differentprices 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 225

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

#### NEW QUESTION 229

Which two actions must the user lake before a completed Master Quote can be submitted for a Multi-Service point Group?

Choose 2 answers

- A. Apply to Group
- B. Configure line items
- C. Add to Cart
- D. price and Validate

**Answer:** AD

#### NEW QUESTION 234

A developer create a new bundle with 3 levels of child products, as shown below.

```
Bundle A ($0/month)
|-- Child A.1 ($20/month)
|   |-- Child A.1.1 ($10/month)
|   |-- Child A.1.2 ($15/month)
|       |-- Child A.1.2.1 ($5/month)
|-- Child A.2 ($10 one time)
```

To test the new bundle, the developer adds it to the Cart, but only the parent product displays. What is causing this issue?

- A. One of the child products has an incorrect Selling Start Date or End Date.
- B. The product hierarchy data in the platform cache has not been refreshed.
- C. The bundle's hierarchy exceeds the limit of 2 levels of child products.
- D. The bundle is trying to roll Up monthly prices, and one of the child products has a one-time price.

**Answer: B**

#### NEW QUESTION 237

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 240

You can have only one implementation active per interface.

- A. True
- B. False

**Answer: A**

#### NEW QUESTION 244

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 246

Which of these is required to ensure the Guided Selling cart moves the order to the next stage? Note: This question displayed answer options in random order when taking this Test.

- A. done
- B. vlcCart
- C. CpqAppHandler
- D. createCart
- E. getCartItems
- F. getCartProducts
- G. putCartItems
- H. postCartItems
- I. Hicheckout
- J. submit

**Answer: I**

#### NEW QUESTION 247

To decrease the price of a product in a promotion, you:

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

- A. Use a pricing element adjustment.
- B. Edit the base price.
- C. Add another price list entry to the product.
- D. Create a rule.
- E. Use a pricing variable.
- F. Use a pricing element charge.

**Answer: A**



#### NEW QUESTION 251

What does Vlocity Rule Builder allow you to create?

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

- A. Advanced rules using entity filters and rule actions
- B. Context rules in Vlocity Product Console
- C. Penalty rules for contracts and promotions
- D. Entity filters and rule actions

**Answer:** A

#### NEW QUESTION 254

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 257

When you create a quote from an existing asset, what will the status of the corresponding line Item be?

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

**Answer:** C

#### NEW QUESTION 261

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

Note: Thisquestion 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

#### NEW QUESTION 265

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

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

**Answer:** C

#### NEW QUESTION 267

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 268

Vlocity Cart can beinvoked for which three of the following sObjects in the order capture process? Note: This question displayed answer options in random order when taking this Test.

- A. Opportunit
- B. Quote and Order
- C. Account, Order and Asset
- D. Order, Product and Asset
- E. Account, Quote and Order

**Answer:** D



#### NEW QUESTION 271

Discounts can only be created in the Product Console

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 275

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 277

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 280

In Vlocity Context Rules, where can you set the rule type such as Qualification, Penalty, etc? Note: This question displayed answer options in random order when taking this Test.

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

**Answer:** A

#### NEW QUESTION 281

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

**Answer:** C

#### NEW QUESTION 284

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

**Answer:** C

#### NEW QUESTION 287

You want to charge different prices for the same product when it is contained in the context of different bundles. Where can you change its price in order to accomplish this?

- A. You can't change the price of child products within a bundle
- B. The price list where the price list entry is located
- C. The product structure of the bundle
- D. In the One Time or Recurring order line item columns in the cart

**Answer:** C

#### NEW QUESTION 288

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 292

A compound filter chains together an internal evaluation filter with a qualification filter.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 297

In Vlocity Context Rules, what is one reason to explicitly define a context scope and not use the ANY context scope?

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

- A. To limit the number of fields that are retrieved and stored in the session cache
- B. To increase rule maintainability
- C. To allow use by a context function
- D. To allow use in an object-level rule

**Answer:** A

#### NEW QUESTION 300

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 loqk
- 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 301

Felix is the Vlocity CPQ Administrator, and he's been givenspecifications 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 overridethe attribute picklist that is inheritedfrom 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 newversion 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

#### NEW QUESTION 303

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 305

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 310

In which two cases should a developer use child price lists? Choose 2 answers

- A. Creating pricing for different regions
- B. Changing the pricing of the parent product in a bundle
- C. Changing the pricing of child products in bundles
- D. Creating pricing for products that are only available to certain customers using context rules

**Answer:** AD

#### NEW QUESTION 311

In which sequence do rules execute to ensure a perfect order in the Cart?

- A. Advanced Rules Framework, Context Rules Framework, Compatibility Rules
- B. Eligibility Rules, Context Rules, Advanced Rules
- C. Context Rules Framework, Advanced Rules Framework.
- D. Context Rules Framework, Compatibility Rules Framework, Advanced Rules Framework.

**Answer:** C

#### NEW QUESTION 316

What are three appropriate use cases for a promotion? Choose 3 answers

- A. The product should have a cancellation penalty.
- B. The product's price should change based on the customer type.
- C. The product should only be available to B2C customers.
- D. The product needs to be sold Quickly.
- E. Special pricing should only be available for a limited time,

**Answer:** ABE

#### NEW QUESTION 318

Which context rule type should you use to determine a customer's eligibility for a promotion before it is added to the Cart?

- A. Qualification
- B. Penalty

**Answer:** A

#### NEW QUESTION 319

Which context scope allows you to create Account and Contract scopes that are agnostic with regard to the root context scope?

- A. Any
- B. Asset
- C. Opportunity
- D. Order
- E. Quote

**Answer:** A

#### NEW QUESTION 320

The Communications Cloud...

- A. Provides guided-selling capabilities over a single channel.
- B. Applies to consumer accounts only.
- C. Includes a configure-price-quote component.

**Answer:** C

#### NEW QUESTION 323

All Vlocity Picklist definitionfields are not visible at run-time during order capture in Vlocity Cart.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 328

Which of these is part of a pricing element? (Choose TWO)

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

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

D. Whether the charge is a cost or price

**Answer:** BC

#### NEW QUESTION 332

Why would you make the time plan of a child product different from that of the promotion? Note: This question displayed answer options in random order when taking this Test.

- A. The child product is available only in limited quantities.
- B. The discount for a child product ends before the promotion's subscription ends.
- C. The billing system for that child product is different from other child products in the promotion.
- D. The price of the child product is on a different price list.

**Answer:** B

#### NEW QUESTION 333

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 336

How are Vlocity Picklists used in context rules during design-time?

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

- A. To specify defined values for context dimensions.
- B. To specify defined values for the end-user to select during order capture.
- C. To specify defined values for context mappings.
- D. To specify product attribute values that will be evaluated during rule processing.

**Answer:** A

#### NEW QUESTION 338

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 342

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

#### NEW QUESTION 346

Which of the following Attribute Category fields is displayed at run-time during order capture in Vlocity Cart? Note: This question displayed answer options in random order when taking this Test.

- A. Name
- B. Display Name
- C. Category
- D. No fields are displayed at run-time.

**Answer:** A

#### NEW QUESTION 349

What does the remote method postCartItems do?

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

- A. Filters products for the cart
- B. Submits the order
- C. Puts the items in the selectables list
- D. puts items in the cart
- E. Moves the order to the next stage

**Answer:** D

#### NEW QUESTION 350

Which of these is necessary for building a Guided Selling cart? (Choose FOUR) Note: This questiondisplayed 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. Associatingthe cart with valid user profiles
- F. Multiple price lists for filtering product categories
- G. Linking getCartItems to the template

**Answer:** ABCD

#### NEW QUESTION 354

After you submit an order with the reference app. what should be listed in the confirmation message?

- A. The Account Id
- B. The Order Id
- C. The cart items
- D. The total cost

**Answer:** B

#### NEW QUESTION 359

Which are the primary user interface components that make up Vlocity Cart?

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

- A. Cart Header, Product List, Cart Line Items, Total Bar
- B. Product List, Cart Line Items, Total Bar, Configuration Modal Bar
- C. Cart Header, Product Catalog, Cart Line Items, Total Bar
- D. Cart Header,Product List, Cart Line Items, Pricing Window

**Answer:** A

#### NEW QUESTION 360

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 anorder 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 364

When you use multiple price lists...

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

**Answer:** A

#### NEW QUESTION 368

How can a developer require that the user enter a value for an attribute during order capture?

- A. By setting the Run-time Configurable attribute metadata property
- B. Bysetting the Required attribute metadata property
- C. By setting the product attribute type to Required
- D. By assigning the attribute to the Required product object type

**Answer:** B

#### NEW QUESTION 373

What does the HTML template control in the Guided Selling cart?

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

- A. JSON for the price list Id
- B. The order status
- C. Product filters to retrieve specific products
- D. The vertical or horizontal appearance of the cart
- E. Remote methods to be used for the cart

**Answer:** D

#### NEW QUESTION 377

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 380

The take-me-there feature in the Cart:

- A. Directs you to the customer account page
- B. Takes you to the product configuration in the master product catalog
- C. Provides optional guidance on item configuration
- D. Shows you where more details are needed to complete the order

**Answer:** D

#### NEW QUESTION 385

Once you create an entity filter, it's available for use in any rule that needs it.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 388

The Communications Cloud...

- A. Is based on a three-tier communications data model.
- B. Includes a shared product catalog
- C. Minimizes order capture and fulfillment.

**Answer:** B

#### NEW QUESTION 391

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 392

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 397

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

#### NEW QUESTION 398

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 399

In Vlocity Context Rules, what is a context scope?  
Note: This question displayed answer options in random order when taking this Test.

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

**Answer:** A

#### NEW QUESTION 400

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 403

Picklist entities in Vlocity EPC are globally reusable Salesforce picklists, and can be administered either through Vlocity Product Console or Setup.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 407

What Vlocity components are used to implement attribute-based pricing? (Choose THREE) Note: This question displayed answer options in random order when taking this Test.

- A. Pricing plans
- B. Calculation procedures
- C. Overrides
- D. Calculation matrices

**Answer:** ABD

#### NEW QUESTION 409

Context mappings can be configured from the context dimension or the context scope.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 413

Which four of the following would require compatibility rules?  
Note: This question displayed answer options in random order when taking this Test.

- A. Apple iPhone requires SIM card
- B. MetroE cannot be delivered to Consumer customers
- C. VPN Access can only be delivered over high speed internet



- D. Only DSL customers can purchase a modem
- E. High Def set top box is required for High Def TV packages

**Answer:** ACDE

**NEW QUESTION 417**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 420**

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