

# Salesforce

## Exam Questions Industries-CPQ-Developer

Salesforce Certified Industries CPQ Developer (SU21)



#### 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

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 3

Vlocity Product Attributes can be managed interchangeably either through Vlocity Product Console or the Aloha interface.

- A. True
- B. False

**Answer:** B

#### 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

Rules help keep you from submitting an inaccurate order.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 6

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 7

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 8

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 9**

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

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

**Answer:** BC

**NEW QUESTION 10**

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**

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

Note: This question displayed answer options in random orderwhen 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 thePrice List associated with the cart line items

**Answer:** B

**NEW QUESTION 11**

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 12**

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

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

**Answer:** C

**NEW QUESTION 14**

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

**Answer:** A

**NEW QUESTION 16**

Where do product images appear in Vlocity Cart?

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

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

**Answer:** C

#### NEW QUESTION 19

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 22

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 23

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 24

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 26

Felix is the Vlocity CPQ administrator, and he manages a very large product catalog with over 5 million SKUs. He needs to write a rule that will apply to products ordered by all consumer accounts. What type of rule will be easiest for him to implement?

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

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

**Answer:** A

#### NEW QUESTION 31

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 35

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 40

Which of these is true for a time plan?

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

- A. it has a start date.
- B. it has an end date.
- C. it has a length of time.
- D. it can be prorated.

**Answer:** C

#### NEW QUESTION 43

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

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 47

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 49

Which of the following is NOT created using the createCart method

- A. Order
- B. Quote
- C. Conuact
- D. Opportunity

**Answer:** C

#### NEW QUESTION 53

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

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

**Answer:** C

#### NEW QUESTION 58

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 63

The developer prepares to test the rule by running 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 66

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 anonymous users for selection.

- A. Digital Commerce API - Get Offers By Catalog (getOffersByCatalogCode)
- B. Cart-Based API - Get Cart Items (getCartItems)
- C. Digital Commerce API - Get Offer Details (getOfferDetails)

D. Cart-Based API - Get List of Products API (getCartsProducts)

**Answer:** C

#### NEW QUESTION 68

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 ©ld 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 72

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 77

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 78

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 82

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 84

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 88

Custom PDF Quotes can be generated using:

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

- A. Integration with Microsoft Word
- B. Copy and pasting screen text

- C. Custom integration for each customer deployment
- D. Vlocity Document Templates

**Answer:** D

#### NEW QUESTION 89

In Vlocity Cart, what does the Submit Order button do?

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

- A. Invokes the CPQ API to create assets, sets the order status to Activated, and navigate the user to the account
- B. invokes an OmniScript which calls the CPQ API to create assets, set the order status to Activated, and navigate the user to the account
- C. Invokes a Flow to create assets, set the order status to Activated, and navigate the user to the account
- D. Invokes an OmniScript to complete the order process and collect billing information

**Answer:** B

#### NEW QUESTION 94

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

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 95

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 96

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 99

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 104

How is a context keyed by Digital Commerce APIs?

- A. To price products using attribute-based pricing
- B. To submit an order for processing
- C. To describe the customer in rules processing
- D. To unlock web pages in anonymous sessions

**Answer:** B

#### NEW QUESTION 108

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 113

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 114

You can apply context rules to order line Items.

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 117

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 118

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 122

Which types of rules can you write using context rules? (Choose TWO)

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

- A. Penalty
- B. Qualification
- C. Compatibility
- D. Configuration

**Answer:** AB

#### NEW QUESTION 125

A product manager wants to create a product bundle that can only be ordered between January 5th and January 31st. How should the developer configure the product bundle to meet this requirement?

- A. Set the Fulfillment Start Date to January 4, Selling Start Date to January 5, and the End at life Date February 1
- B. Set the Fulfillment Start Date to January 5 and the End of Life Date to January 31
- C. Set the Selling StartDate to January 5 and the Selling End Date to January 31
- D. Enable the Active property on January 5 and disable the Active property on January 31

**Answer:** C

#### NEW QUESTION 130

What type of parameter is being used in this example API call: `vlocity_cmt/v3/catalogs/Phonesyoffers?context=fStatus":"Active"J`

- A. No parameters are used
- B. Specifying a context
- C. Specifying page size
- D. Specifying a particular logged-in user



**Answer:** B

**NEW QUESTION 134**

A product does not need a baseprice 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 135**

Which the following are benefits of Vlocity EPC? (Choose TWO)

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

- A. Integrates the end-to-end ecosystem by combining a complete product, service and resource model
- B. Provides one user interface with common tools, allowing teams to collaborate and rapidly deliver products to market
- C. Allows you to reduce TCO by utilizing existing Salesforce resources and expertise
- D. Provides the only TMForum SID-compliant product catalog in the cloud

**Answer:** AB

**NEW QUESTION 139**

What designates an attribute as a product attribute?

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

- A. Setting its applicable object to Product2
- B. Assigning the attribute to a product or an object type
- C. Creating the attribute through Vlocity Product Console
- D. Setting the type to Product Attribute

**Answer:** A

**NEW QUESTION 143**

Vlocity Picklists can be assigned to attributes at which of the following levels?

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

- A. Attributes and Object Types
- B. Attributes and Products
- C. Attributes, Attribute Categories and Products
- D. Attributes, Object Types, and Products

**Answer:** B

**NEW QUESTION 145**

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

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

**Answer:** B

**NEW QUESTION 147**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 152**

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 157**

What could be wrong if a promotion does not appear THREE) in the Promotions list of the cart? (Choose Note: This question displayed answer options in random order when taking this Test.

- A. The Effective From date of the promotion is missing.
- B. The Effective Until date of the promotion is in the past.
- C. The promotion status is not active.
- D. No time policy is assigned to the promotion.
- E. No time plan is assigned to the promotion.

**Answer:** ABD

**NEW QUESTION 159**

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 162**

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

- A. done
- B. vlcCart
- C. CpqAppHandler
- D. createCart
- E. getCartsltems
- F. getCartsProducts
- G. putCartsltems
- H. postCartsltems
- I. checkout
- J. submit

**Answer:** G

**NEW QUESTION 164**

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 168**

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 171**

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

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

**Answer:** B

**NEW QUESTION 176**

Felix is the Vlocity CPQ administrator, and he has just finished creating a new product bundle with two child products in the shared product catalog. What must he

do in order for the product bundle to display correctly in Vlocity Cart?

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

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

**Answer:** A

#### NEW QUESTION 178

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 182

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 185

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

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

**Answer:** D

#### NEW QUESTION 188

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

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

- A. EPCProductAttribJSONBatchJob
- B. accessible in Vlocity University's training orgs via the Process Attributes button.
- 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 193

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 198

When you adjust the price of a child product...

- A. The base price is overridden and replaced with the new price.
- B. The change to the base price can be a percentage or an amount.
- C. A new pricing element is applied to the price.

**Answer:** C

#### NEW QUESTION 202

Product cardinality controls which of the following? (Choose TWO)

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

- A. Is optional
- B. Is not available to customers in France
- C. Is discounted based on the quantity
- D. Has a default quantity of 2

**Answer:** AB

#### NEW QUESTION 205

Choose the accurate statement below.

- A. Products can be set as non\*assetizable
- B. Existing customer assets must be marked as assetizable
- C. Setting a product as not assetizable ensures that the product is offered
- D. as a promotion to customers

**Answer:** A

#### NEW QUESTION 207

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 212

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 216

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

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 217

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 218

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 223

In Vlocity Context Rules, what value should be entered in the source expression of a context mapping? Note: This question displayed answer options in random order when taking this Test.

- A. The API name of an sObject field
- B. %%field%%
- C. {{field}}
- D. A calculated formula used by the context rule service engine

**Answer:** A

#### NEW QUESTION 226

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 229

A company is building a B2C website for its customers. The company wants to allow its customers to buy its products online, so they are designing the website to support a self-service selling journey, when the company launches new promotions, website traffic dramatically increases by several million API calls. Which type of APIs should the developer use to meet these requirements?

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

**Answer:** A

#### NEW QUESTION 234

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 236

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

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

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

**Answer:** B

#### NEW QUESTION 241

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 245**

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 newproduct, 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 249**

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

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

**Answer:** CD

**NEW QUESTION 250**

When adding 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. postCartItems
- B. createCart
- C. getBasketDetails
- D. getCartItems

**Answer:** A

**NEW QUESTION 252**

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 postCartItems
- D. Stores the filters for the products to be retrieved

**Answer:** BC

**NEW QUESTION 255**

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 list 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 257**

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 259**

Which two use cases are supported using context rules?

- A. If a customer qualifies for a promotion
- B. If a penalty applies when cancelling a promotion
- C. Modifying product attribute values
- D. Requiring another product when a product is added to the cart
- E. When one product is added to the cart another product is excluded
- F. Recommending another product when a product is added to the cart



**Answer:** D

**NEW QUESTION 260**

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 264**

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 265**

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

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

**Answer:** C

**NEW QUESTION 269**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 274**

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 275**

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 280**

In Guided Selling, which of these is the class for the remote methods?

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:** C

#### NEW QUESTION 283

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 287

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 291

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 294

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

- A. True
- B. False

**Answer:** B

#### NEW QUESTION 299

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 304

Which two actions must the user take 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 308

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 313

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 314

You can have only one implementation active per interface.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 318

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 320

Where do you go to populate the API cache?

- A. Catalogs
- B. Product Console
- C. Vlocity CMT Administration
- D. Setup

**Answer:** C

#### NEW QUESTION 324

What happens 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 325

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 326

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 330**

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 335**

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 339**

Rules are triggered:

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

- A. Inalphabetical order
- B. Based on user language settings
- C. When the interface is triggered
- D. When the "Validate Cart" button is clicked
- E. Only when they are in a flow

**Answer:** C

**NEW QUESTION 341**

The Cart header shows a running total of purchases made by the customer.

- A. True
- B. False

**Answer:** B

**NEW QUESTION 342**

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 345**

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 350**

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 353**

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

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

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

**Answer:** C

**NEW QUESTION 355**

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 displayedanswer 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 theprice list

**Answer:** BC

**NEW QUESTION 359**

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 361**

In Vlocity EPC, what must you set to make an attribute display in Vlocity Cart's configuration window? Note: This question displayed answer options in random order when taking this Test.

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

**Answer:** A

**NEW QUESTION 366**

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 368**

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

Note: Thisquestion 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 369**

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

- A. True
- B. False

**Answer:** B

**NEW QUESTION 371**

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 373**

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 378**

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 379**

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 383**

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 385**

When the Cost 8t Margin feature is enabled, where are the upper and lower margin bounds data stored?

- A. In a calculation matrix
- B. In a Margin attribute
- C. In a Cost price fist entry
- D. In a price list

**Answer:** A

**NEW QUESTION 386**

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

- A. Entity Filter Type
- B. Evaluation Criteria
- C. Formula for Conditions
- D. Attribute Lookup Field Name

**Answer:** C

**NEW QUESTION 391**

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 395**

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 398**

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 403**

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

- A. dcCatalog
- B. dcChildCatalog
- C. dcOffeisList

**Answer:** C

**NEW QUESTION 408**

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 409**

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 414

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 418

How can a developer make a product not assetizable? Choose 2 answers

- A. Create acontext rule to control assetization
- B. Check the Do Not Assetize property in the Cart's line Item configuration window
- C. Check the Is Not Assetizable property
- D. Check the Virtual Item property

**Answer:** CD

#### NEW QUESTION 422

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 426

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 428

What does the remote method postCartItems do?

Note: This question displayed answer options in random order 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 429

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 430

Compatibility rules use product relationships as their rule action.

- A. True
- B. False

**Answer:** A

#### NEW QUESTION 434

When you use multiple price lists...

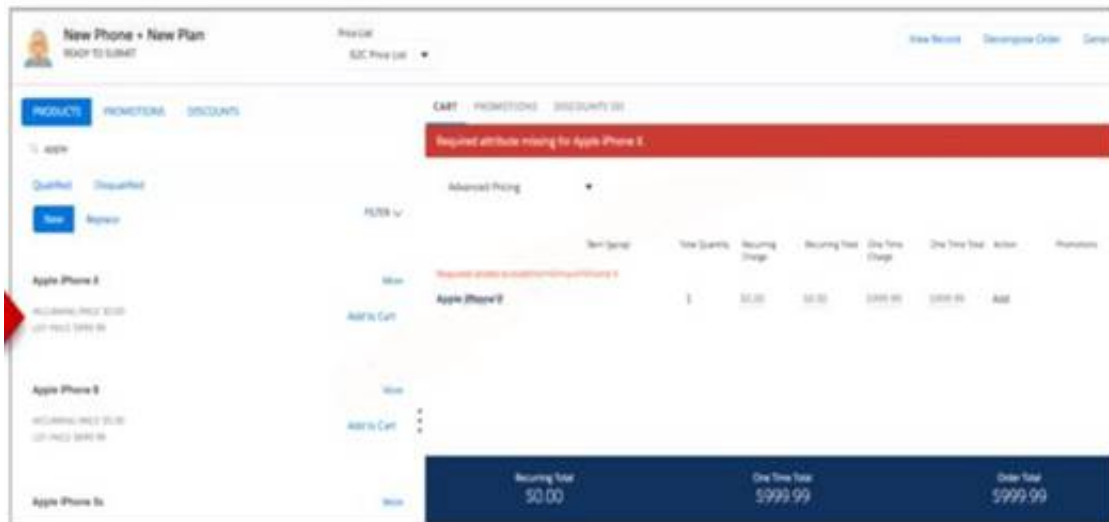


- A. You can assign more than one base price to the same product.
- B. You don't need the Salesforce price book.
- C. You can ignore affectivity time frames.

**Answer:** A

#### NEW QUESTION 439

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 441

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 444

Felix is the Vlocity CPQ Administrator, and he decides to create a new product attribute. He saves it successfully, and then he wants to assign it to an object type. However, the newly created attribute does not appear in the list. Most likely, what does Felix need to do to get it to appear in the list?

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

- A. Set the Applicable Objects to Product2 Object
- B. Refresh the CPQ Partition platform cache
- C. Run the ProductAttributesBatchProcessor from the CMT Administration page
- D. Run the EPCProductAttribJSONBatchJob

**Answer:** A

#### NEW QUESTION 445

The logic to call and execute the rules is within the:

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

- A. Rule itself
- B. interface
- C. implementation
- D. Custom Apex Class

**Answer:** B

#### NEW QUESTION 450

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 452

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 455

What data types are supported for context dimensions? (Choose THREE)  
Note: This question displayed answer options in random order when taking this Test.

- A. Text
- B. String
- C. DateTime
- D. Boolean
- E. Integer
- F. Numeric

**Answer:** ACD

#### NEW QUESTION 458

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 459

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 463

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 466

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

- A. State of tasks 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 470

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 475**

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 476**

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

- A. True
- B. False

**Answer:** A

**NEW QUESTION 480**

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