# Free Questions for Industries-CPQ-Developer by braindumpscollection

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# Question 1

**Question Type:** MultipleChoice

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

## Options:

**A-** True

**B-** False

## Answer:

A

# Question 2

**Question Type:** MultipleChoice

Non-centralized data is:

### Options:

**A-** Beneficial to telecommunications companies

**B-** A business challenge for telecommunication companies

**C-** A profitable way to aggregate data

### Answer:

B

## Question 3

**Question Type:** **MultipleChoice**

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

### Options:

**A-** Order management

**B-** Contract management

**C-** Both of the above

### Answer:

C

## Question 4

**Question Type:** MultipleChoice

The Communications Cloud...

### Options:

**A-** Provides guided-selling capabilities over a single channel.

**B-** Applies to consumer accounts only.

**C-** Includes a configure-price-quote component.

### Answer:

C

# Question 5

**Question Type:** MultipleChoice

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

## Options:

**A-** True

**B-** False

## Answer:

B

# Question 6

**Question Type:** MultipleChoice

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

## Options:

**A-** True

**B-** False

## Answer:

A

# Question 7

**Question Type:** **MultipleChoice**

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

## Options:

**A-** Check the Show Persistent Cart property for the action that creates it

**B-** Specify "vlcPersistentComponent" in the Response JSON Node properly

**C-** Drag thevlcCart node under the vlcPersistentComponent parent node in the Json editor

**D-** Check the Render property for the action that creates it

### Answer:

C

## Question 8

**Question Type:** MultipleChoice

Which of these describes the persistent cart used in Guided selling

### Options:

**A-** A version of Vlocity Cart

**B-** A lightweight OmniScript component

**C-** Designed for novice user

**D-** Designed for power user

### Answer:

A, B

# Question 9

**Question Type:** MultipleChoice

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

## Options:

**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

# Question 10

**Question Type:** MultipleChoice

Felix is creating a new guided sellingexperience, and he notices that the Total Summary in his persistent cart always displays "0 item in Cart" and the one time and monthly total are blank, despite having several items in the cart. How can he fix this?

### Options:

**A-** Add "vlcCart_Top" as the Response JSONNode in the remote action that invokes the getCarts method

**B-** Add a remote action that invokes the checkout method

**C-** Select the Render property for the remote action that invokes the postCartsItems method

**D-** Activate the PricingElementServiceImplementation for the PricingPlanService interface

### Answer:

C

# Question 11

**Question Type:** MultipleChoice

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

## Options:

**A-** Vlocity OmniScript

**B-** Vlocity CPQ

**C-** Vlocity Order Management

**D-** Vlocity Account Manager

## Answer:

A, B

# Question 12

**Question Type:** MultipleChoice

What is the primary reason to apply an entity filter to an action in Vlocity Rule Builder?

## Options:

**A-** To qualify each action applied during rule processing

**B-** To ensure the entity filter used to "find the group" in Vlocity Rule Builder correctly processed the members

**C-** Entity filters cannot be applied to an action

**D-** To enable eligibility rules for promotions

## Answer:

A

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