

"Please note that these files may not be up to date. However, the questions will help you understand the exam format and typical question patterns."

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Question: 1

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

Note: This question 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

Question: 2

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

Question: 3

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

Question: 4

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

Question: 5

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

Question: 6

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: A,B

Question: 7

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

- A. True
- B. False

Answer: B

Question: 8

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: A,B,C,D

Question: 9

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

Question: 10

Product models are often aligned with:

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

- A. ANSI 7200
- C. TMForumSID
- D. TMForum eTOM
- E. IEEE Telecommunications Template

Answer: B

Question: 11

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

Question: 12

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 be configured in Vlocity Cart.

Answer: C

Question: 13

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

Question: 14

When adding a new commercial product to the catalog, which of the following items must be done in order for it to display in Vlocity Cart's product list? (Choose THREE)

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

- A. It must have a price.
- B. Run Refresh Pricebook.
- C. Run the Product Hierarchy Maintenance job.
- D. The default Availability interface must be active.
- E. The Orderable field must be checked.
- F. The Active field must be checked.
- G. It must have an Object Type.

Answer: A,E,F

Question: 15

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

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

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

Answer: A

Question: 16

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

Question: 17

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

- A. True
- B. False

Answer: A

Question: 18

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

Question: 19

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

Question: 20

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: A,B

Question: 21

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

- A. True
- B. False

Answer: B

Question: 22

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

Question: 23

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

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

Answer: C

Question: 24

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

Question: 25

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

Question: 26

Felix is the Vlocity CPQ Administrator, and he's been given specifications 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 override the attribute picklist that is inherited from 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 new version 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

Question: 27

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

Question: 28

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

Question: 29

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

- A. True
- B. False

Answer: A

Question: 30

If you assign a new attribute to an object type, how is that attribute propagated to all products linked to the object type?

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

- A. Dynamically through inheritance
- B. By running the EPCProductAttribBatchJob to regenerate the product attribute JSON field
- C. Via a deep copy to Product2
- D. By running the Attribute Hierarchy Maintenance job on the CMT Administration screen

Answer: D

Question: 31

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: A,B,D

Question: 32

What can you use to build a promotion? (Choose THREE)
Note: This question displayed answer options in random order when taking this Test.

- A. An individual product
- B. A bundle of products
- C. A bundle within a bundle
- D. An order
- E. An asset

Answer: A,B,C

Question: 33

What could be wrong if a promotion does not appear (Choose 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: A,B,D

Question: 34

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: B,C

Question: 35

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

- A. True
- B. False

Answer: A

Question: 36

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

Question: 37

When you assign a time plan to a child product in a promotion, what does the time plan affect? Note: This question displayed answer options in random order when taking this Test.

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

Answer: A

Question: 38

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

Question: 39

To price a promotion with a flat charge and ignore the rolled up total of the child product prices, you can:

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

- A. Adjust the base price of all child products to zero and assign a charge to the parent product of the promotion.
- B. Go to the order and change the price list you are using.
- C. Include in the promotion only child products with a base price of zero.
- D. Limit the minimum amount of purchase on all child products to zero.

Answer: A

Question: 40

Before you build a promotion, which of these questions should you answer? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. How long is the subscription commitment for the promotion?
- B. When does the subscription start and end?
- C. What billing system is used for each product?
- D. Which products have no base price?

Answer: A,B

Question: 41

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

Question: 42

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

Question: 43

When would you use a percentage to discount the price of a product in a promotion instead of changing the price with an override?

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

- A. When the product can be returned
- B. When the charge recurs monthly
- C. When the charge is only for one time
- D. When the cost of the product for the company may increase

Answer: D

Question: 44

What does a time policy on a promotion determine? (Choose TWO)

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

- A. The duration of the promotion
- B. The start date of a the promotion
- C. The end date of the promotion
- D. The purchase date of the promotion

Answer: B,C

Question: 45

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

- A. True

B. False

Answer: A

Question: 46

What determines the explanation for the discounted price of a child product in a promotion?

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

- A. The display text associated with the time policy
- B. The display text associated with the base price
- C. The display text associated with the price adjustment or override
- D. The promotion description
- E. The promotion code

Answer: C

Question: 47

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

Question: 48

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

Question: 49

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 the promotion starts
- C. Which customers are eligible for the promotion
- D. Whether the customer can terminate the contract early

Answer: A

Question: 50

Entity Filters are tied to a single Advanced Rule.

- A. True
- B. False

Answer: B

Question: 51

In VlocityRules, which of the following returns a Boolean true/false value?

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

- A. Evaluation entity filter
- B. Qualification entity filter
- C. DefaultProductEligibilityImplementation
- D. DefaultProductValidationImplementation

Answer: A

Question: 52

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

Question: 53

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

Question: 54

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

Question: 55

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

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

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

Answer: A

Question: 56

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

Question: 57

Rules always execute if they are active.

- A. True
- B. False

Answer: B

Question: 58

An Advanced Rule can have how many filters?

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

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

Answer: C

Question: 59

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

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

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

Answer: D

Question: 60

Entity Filters apply multiple conditions:

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

- A. Using the OR condition
- B. Using the AND condition
- C. By arranging the list order
- D. Using AND if there no formula stated

Answer: D

Question: 61

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: A,C,E,F

Question: 62

Configuration/Validation Rules define relationships between two products.

- A. True
- B. False

Answer: A

Question: 63

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

Question: 64

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

Question: 65

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

Question: 66

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

- A. True
- B. False

Answer: B

Question: 67

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

- A. True
- C. False

Answer: A

Question: 68

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: C,D,E

Question: 69

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

Question: 70

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

Note: This question displayed answer options 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

Question: 71

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

Question: 72

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: A,B

Question: 73

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

Question: 74

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

Question: 75

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

Question: 76

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

Question: 77

Carole White is a customer of the Family Simple Choice Plan, and she decides she would like to add the Smart Cloud Security product. When the agent changes the current asset to an order to add the new product, what will the line item action status be for the Family Simple Choice Plan in the order? Note: This question displayed answer options in random order when taking this Test.

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

Answer: A

Question: 78

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

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

Answer: B,C

Question: 79

Vlocity CME supports which of the following order functionality? (Choose TWO) Note: This question displayed answer options in random order when taking this Test.

- A. Asset Based Ordering (ABO)
- B. Move/Add/Change/Delete or Disconnect (MACD) orders
- C. Modifying "in-flight" or in-progress orders
- D. Inventory control orders

Answer: B,C

Question: 80

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

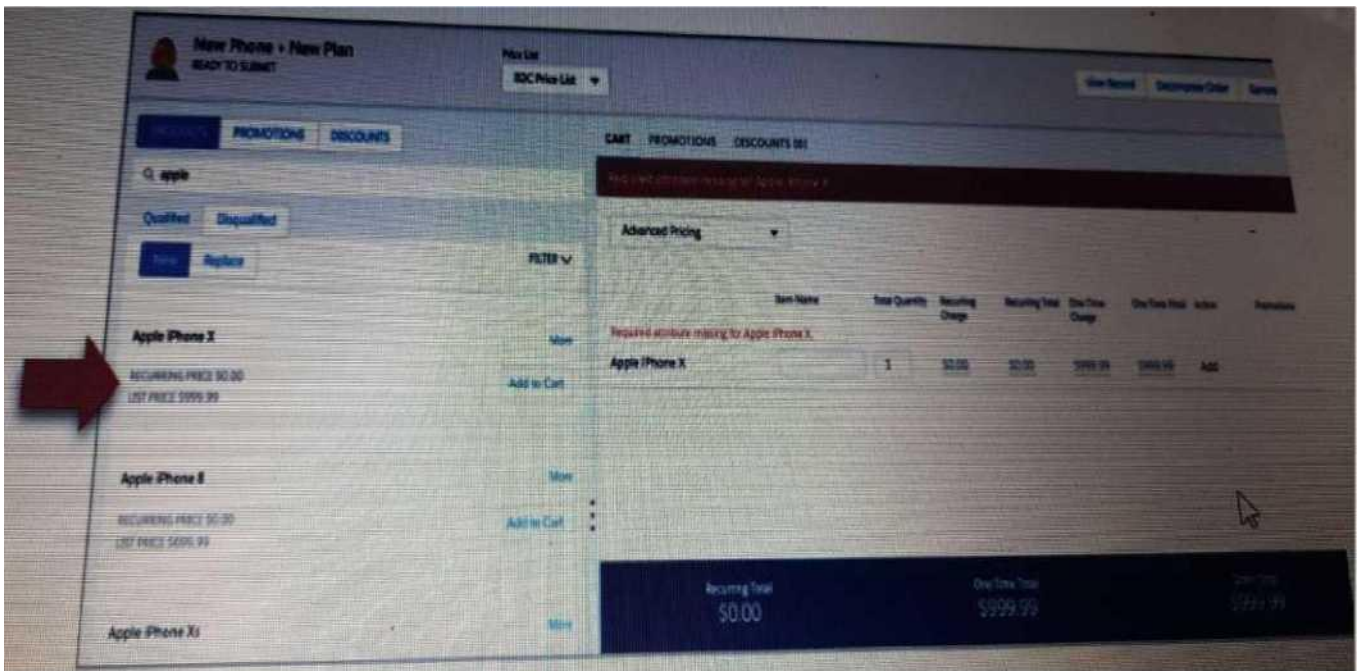
Note: This question displayed answer options in random order when taking this Test.

- A. Velocity 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

Question: 81

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

Question: 82

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

Question: 83

Once a line item is configured in Vlocity Cart, products must be removed and re-added to change configuration.

- A. True
- B. False

Answer: B

Question: 84

Vlocity Cart can be invoked 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. Opportunity, Quote and Order
- B. Account, Order and Asset
- C. Order, Product and Asset
- D. Account, Quote and Order

Answer: D

Question: 85

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

Question: 86

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

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

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

Answer: A

Question: 87

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: A,B

Question: 88

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

Question: 89

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

Question: 90

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

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

- A. Returns the user to the Order Detail page to correct configuration errors
- B. Navigates the user to the Line Item details Modal and highlights lines that require configuration
- C. Takes the user to the Product Catalog
- D. Opens the Price List associated with the cart line items

Answer: B

Question: 91

By what mechanism is a Document Template linked to the Opportunity, Quote or Order objects? Note: This question displayed answer options in random order when taking this Test.

- A. PDFDocument Template custom setting
- B. Applicable Objects in Template Settings
- C. Applicable Item Types in Template Settings
- D. Document Template object picklist

Answer: D

Question: 92

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

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

Answer: A

Question: 93

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

Question: 94

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

Answer: A

Question: 95

On the CMT Administration screen, what does the Product Hierarchy Maintenance job do?

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

- A. it calls the ResolveProductHierarchyBatchJob, which creates a streamlined version of the complete product hierarchy and copies it to the data store sObject.
- B. It calls the ProductHierarchyBatchProcessor, and copies the product hierarchy data store sObject to the platform org cache.
- C. it calls the ProductAttributesBatchProcessor, which copies the filterable product attributes to the Cached Filterable Attribute sObject used by VlocityCart.
- D. It calls the EPCProductAttribJSONBatchJob, which regenerates product attribute fields for data that has been migrated from other orgs.

Answer: A

Question: 96

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

Question: 97

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

Question: 98

What are the purposes of the CPQPartition platform cache? (Choose TWO)

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

- A. To store a streamlined version of the product hierarchy
- B. To store a consolidated product attribute list, ensuring good performance during product configuration
- C. To store data for CPQ context rules, increasing the speed of read/write operations
- D. Cache local data for browser use

Answer: A,C

Question: 99

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

- A. True
- B. False

Answer: A

Question: 100

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

- A. True
- C. False

Answer: A

Question: 101

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

Question: 102

Felix is a Vlocity CPQ administrator, and he needs to help launch their Smart Widget product. They

are doing a soft launch only for opportunities for existing B2B customers. What context scope should Felix use for the context mapping that he will create?

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

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

Answer: A

Question: 103

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

Question: 104

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

- A. True
- B. False

Answer: B

Question: 105

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

Question: 106

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: A,C,D

Question: 107

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

Question: 108

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

Question: 109

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

Question: 110

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

Question: 111

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. Therelational 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

Question: 112

In Vlocity Context Rules, where can you set the rule fail level?

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

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

Answer: A

Question: 113

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: A,B,C,D

Question: 114

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: A,B

Question: 115

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

Question: 116

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

Question: 117

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

- A. True
- B. False

Answer: A

Question: 118

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

Question: 119

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

- A. True
- B. False

Answer: B

Question: 120

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

Question: 121

In a Guided Selling interaction, how could you retrieve products filtered by object type? Note: This question displayed answer options in random order when taking this Test.

- A. Add a reusable OmniScript
- B. Use atext query to find the object type
- C. Use the Type field of Salesforce
- D. Use a DataRaptor to create a filter

Answer: D

Question: 122

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 foundwith 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: A,B,C,F

Question: 123

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 theremote action containing the createCart remote method
- D. Add the account number of the customer's account and the current date

Answer: C

Question: 124

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

Question: 125

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

Question: 126

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. getCartItems
- F. getCartProducts
- G. putCartItems
- H. postCartItems
- I. checkout
- J. submit

Answer: C

Question: 127

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. getCartItems
- F. getCartProducts
- G. putCartItems
- H. postCartItems
- I. checkout
- J. submit

Answer: G

Question: 128

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: B,C

Question: 129

What does the selectable items element do in a Guided Selling OmniScript? (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: B,C

Question: 130

Which of the following are the key functions that you enable with a Guided Selling OmniScript process?

(Choose THREE)

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

- A. Instantiate the persistent cart
- B. Allow users to select products from the shared product catalog and add them to the cart
- C. Submit the order and return to the account
- D. Allow users to review applicable promotions
- E. Use multiple OmniScripts to get products

Answer: A,B,C

Question: 131

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

Question: 132

Which of these is necessary for building a Guided Selling cart? (Choose FOUR)

Note: This question displayed 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. Associating the cart with valid user profiles
- F. Multiple price lists for filtering product categories
- G. Linking getCartItems to the template

Answer: A,B,C,D

Question: 133

Which of these can be used to launch the Guided Selling process?

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

- A. Create a Vlocity action to trigger the process

- B. Add a field on the Order for vlcCart
- C. Set up vlcCart to link to the regular Vlocity Cart
- D. Alter the Vlocity Cart by developing in JSON

Answer: D

Question: 134

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

Question: 135

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: D

Question: 136

Which of these describe the vlcCart used in Guided Selling? (Choose TWO)

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

- A. A persistent component
- B. The shopping cart
- C. The remote method for creating the cart
- D. An element of the OmniScript

Answer: A

Question: 137

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 selectable list
- D. puts items in the cart
- E. Moves the order to the next stage

Answer: D

Question: 138

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

Question: 139

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. A summary 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 in the cart
- F. Ability to change the price book for the cart

Answer: B,C,D,E

Question: 140

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. putCartsltems
- H. postCartsltems
- I. Hicheckout
- J. submit

Answer: I

Question: 141

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

Question: 142

How is a time plan different from a time policy?

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

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

Answer: D

Question: 143

You need to create a bundle of products with child products that are discounted. Where do you go to discount each child product?

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

- A. The price list where the price list entry is located
- B. The product structure of the bundle
- C. The cart currently open
- D. The order for the bundle

Answer: B

Question: 144

The options for pricing bundles include: (Choose TWO)

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

- A. Assigning the parent a zero price
- B. Assigning a price to the parent and zero prices to the children
- C. Assigning only pricing elements to the parent and children
- D. Assigning only pricing variables to the parent and children

Answer: A,B

Question: 145

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

Question: 146

What Velocity 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: A,B,D

Question: 147

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

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

- A. The display text of the base price
- B. The display text of the pricing adjustment
- C. The display text of the pricing override

- D. The display text of the product description
- E. The display text of the price list

Answer: B,C

Question: 148

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: B,C

Question: 149

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

Question: 150

To place a flat price on a bundle, you would: (Choose TWO)

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

- A. Change the child product prices to zero
- B. Change the child products that are not optional to zero
- C. Change the price of the parent product to zero
- D. Change the price of the parent product to the total price of the bundle
- E. Do nothing, you can't create a bundle with a flat price

Answer: A,D

Question: 151

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

Question: 152

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

Question: 153

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

Question: 154

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: B,C

Question: 155

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

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

- A. Before Sequence 10: Initialize Pricing Context

- B. Between Sequence 10: Initialize Pricing Context and Sequence 20: Load Price List Entries
- C. Between Sequence 30: Initialize Pricing Variables and Sequence 40: Apply Offer Adjustments
- D. After Sequence 90: Apply Parent Variables

Answer: A

Question: 156

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

Question: 157

The effectivity time frame for a product's pricing charge:

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

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

Answer: A

Question: 158

Each time a new smartphone is offered, the company wants to automatically decrease its price over time.

How could this be done?

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

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

Answer: C

Question: 159

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: A,C,D

Question: 160

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

Question: 161

When using range attribute-based pricing, where do you specify the values for each range? Note: This question displayed answer options in random order when taking this Test.

- A. Pricing plan step parameters
- B. Velocity Picklists
- C. Columns in the RangeAttributePricingMatrix
- D. JSONAttribute field

Answer: A

Question: 162

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

Question: 163

To assign a price to a product, you must:

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

- A. Create a parent/child price list
- B. Create a price list entry
- C. Only use a virtual price
- D. Always create a bundle

Answer: B

Question: 164

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

Question: 165

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: A,C,D

Question: 166

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: A,C

Question: 167

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: A,C

Question: 168

Which two customsettings need to be set to true in order to avoid passing large sets of items to the configuration rules and the pricing engine?

Choose 2 answers

- A. CacheAPI.TimeToLiveInDays
- B. Cache APIFields
- C. DeltaPrice
- D. DeltaValidate

Answer: C,D

Question: 169

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: A,D

Question: 170

A fided 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

Question: 171

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

Question: 172

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

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

Answer: C

Question: 173

A company has two telesales teams: one that does business in Russian and another that does business in English. The developer decides to enable the multi-language feature in the shared catalog. However, during testing, Russian translations do not display in the Cart.

Which three things should the developer verify?

Choose 3 answers

- A. User's Locale is set to Russian.
- B. Russian translations for the products exist in the StringTranslation object.
- C. The Russian Locale is activated in the Vlocity Locale Code picklist.
- D. Russian translations for the products exist in the Translation Workbench.
- E. Users Language is set to Russian.

Answer: A,B,C

Question: 174

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

Question: 175

When dealing a custom pricing plan step for attribute-based pricing in the Default Pricingplan, 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 stepInitialize Pricing Context and the step Load Price list Entries

Answer: B

Question: 176

A developer is creating a website for a communications company. As part of the site experience, the developer needs to retrieve products and display them to anonyms users for selection.

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

Answer: C

Question: 177

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

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

Answer: D

Question: 178

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

Question: 179

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

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

Answer: B

Question: 180

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: A,D

Question: 181

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

Question: 182

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

Question: 183

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

Question: 184

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: C,D

Question: 185

Which three ways can a developer filter the list of products when using the getCartproducts method?
Choose 3 answers

Using a value that is contained within a product attribute

- A. Using a value that is contained within a Product2 field
- B. Using a value that will be matched exactly to a value in a Products field
- C. Using a context rule that qualifies a set of products
- D. Using a product category

Answer: A,B,C

Question: 186

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

Question: 187

What does an attribute binding do?

- A. It binds an attribute to a price list entry, B. It binds an attribute to a pricing variable. C. It binds an attribute to a field.
- E. It binds an attribute to a picklist.

Answer: D

Question: 188

What does a sales catalog define?

- A. A catalog of prices
- B. A set of products and promotions
- C. A catalog of technical and commercial products
- D. A set of products that are related through Relies On dependences

Answer: B

Question: 189

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

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

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

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

Answer: D

Question: 190

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

Question: 191

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

- A. CPQPartition cache
- B. CachedAPIResponse cache
- C. VlodyMetadata cache
- D. VlocityAPIResponse cache

Answer: B

Question: 192

Which type of discount can be used to apply negotiated discounts to customer orders using frame/pricing agreements?

- A. Contract
- B. Order
- C. Group
- D. Account

Answer: A

Question: 193

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

Question: 194

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. postCartsItems
- B. createCart
- C. getBasketDetails
- D. getCartsItems

Answer: A

Question: 195

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

Question: 196

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. EPCProductAttribJSONBatechJob
- D. Refresh Platform Cache

Answer: B,D

Question: 197

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

Question: 198

Which two features are used to implement attribute-based pricing in Industries CPQ? Choose 2 answers

- A. Pricing Plans
- B. Product Configuration Procedure
- C. Context Rules
- D. Calculation Procedures & Matrices

Answer: A,D

Question: 199

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: A,B,E

Question: 200

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

Question: 201

A large communications company wants to create a product bundle that includes several services including a TV service. The marketing department decides that the TV service will be automatically included when the bundle is added to the cart. The customer should have the option to remove the TV service.

How should the developer configure the cardinality of the TV service product in the bundle?

- A. Minimum Cardinality = 0; Default Cardinality = 1; Maximum Cardinality = 0
- B. Minimum Cardinality = 1; Default Cardinality = 1; Maximum Cardinality = 1
- C. Minimum Cardinality = 1; Default Cardinality = 0; Maximum Cardinality = 0
- D. Minimum Cardinality = 0; Default Cardinality = 1; Maximum Cardinality = 1

Answer: D

Question: 202

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

Question: 203

When adding a new product to the shared catalog, which three conditions must be met in order for the display the Cart' product list?

Choose 3 answers

- A. The product must have a price list entry.
- B. The Active property must be checked.
- C. The Orderable property must be checked.
- D. The product must have an object type.
- E. The Product Hierarchy Maintenance job must be run.

Answer: A,B,C

Question: 204

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

Choose 2 answers

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

Answer: A,B

Question: 205

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

Question: 206

When the Cost & 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 list entry
- D. In a price list

Answer: A

Question: 207

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

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

Answer: B

Question: 208

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

Question: 209

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

```
Bundle A ($0/month)
I - Child A.1 (f20/aonth)
I I Child A. 1.1 («W/uHith)
I I- Child A. 1.2 ($15/month)
```

* *~ Child A. 1.2.1 (\$5/month)
I – Child A, 2 f\$10 one rise)

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

Question: 210

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: A,C

Question: 211

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

Question: 212

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: A,D

Question: 213

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

Question: 214

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

Question: 215

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

Question: 216

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

Question: 217

You want to price the newest smartphone for B2B customers at \$999, but \$900 for B2C customers. What is the best way to do it

- A. Assign the product to a pricebook and create two pricebook entries
- B. Create product bundles and create a pricing Override
- C. Create two versions of the smartphone product and create different pricing for each
- D. Use two different price list

Answer: D

Question: 218

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

Question: 219

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 card another product is excluded
- F. Recommending another product when a product is added to the cart

Answer: D

Question: 220

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

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

Answer: B

Question: 221

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

Question: 222

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

- 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

Question: 223

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: A,B

Question: 224

Felix is creating a new guided selling experience, 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?

- 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: 225

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

Question: 226

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: A,B

Question: 227

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

Question: 228

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

Question: 229

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

- A. True
- B. False

Answer: A

Question: 230

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

- A. True
- B. False

Answer: B

Question: 231

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

Question: 232

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

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

Answer: C

Question: 233

Non-centralized data is:

- A. Beneficial to telecommunications companies

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

Answer: B

Question: 234

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

- A. True
- B. False

Answer: A

Question: 235

What does the Vlocity Cards Framework provide?

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

Answer: A

Question: 236

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

- A. True
- B. False

Answer: B

Question: 237

Rules help keep you from submitting an inaccurate order.

- A. True
- B. False

Answer: A

Question: 238

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

Question: 239

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

Question: 240

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

- A. True

B. False

Answer: B

Question: 241

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: A,C,D

Question: 242

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

- A. True
- B. False

Answer: A

Question: 243

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

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

Answer: C

Question: 244

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

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

Answer: C,D

Question: 245

How can you create a quote from an existing asset?

- A. Using the Change to Quote action button
- B. From the Quotes tab
- C. From the Opportunities tab
- D. From the Orders tab

Answer: A

Question: 246

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

Question: 247

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 as a promotion to customers
- D. asa promotion to customers

Answer: A

Question: 248

A promotional coffee mug is a good candidate for non-assetization.

- A. True
- B. False

Answer: A

Question: 249

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

- A. By ensuring only discounted 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

Question: 250

Choose the correct flow in the order-capture process.

- A. Opportunity to order to quote to asset
- B. Opportunity to quote to order to asset
- C. Quote to opportunity to order
- D. Opportunity to order to asset

Answer: C

Question: 251

Which of these entities can you manage using the Product Console?

- A. Picklists
- B. Product Attributes
- C. Object Types
- D. Products
- E. All of the Above

Answer: E

Question: 252

A picklist name is used only at design-time and not at run-time (so it's not visible to customers)

- A. True
- 8. False

Answer: A

Question: 253

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

Question: 254

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

Question: 255

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

Question: 256

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

Question: 257

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

Question: 258

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

Question: 259

Which of these uses a calculation of the base price?

- A. Pricing element adjustment
- B. Pricing element override
- C. Price list

Answer: A

Question: 260

You want to have a subscription start on the purchase date and end at the end of the cycle. Which of these do you need to create?

- A. Pricing element
- B. Time plan
- C. Pricing variable
- D. Time policy

Answer: D

Question: 261

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

Question: 262

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

- A. True
- B. False

Answer: B

Question: 263

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

Question: 264

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

Question: 265

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

Question: 266

You want to have more than one promotion to apply to the same bundle of products. What do you need?

- A. Each promotion must apply to The same bundle
- B. Each promotion must apply to the same pricing element
- C. Each promotion must apply to the same base price

Answer: A

Question: 267

Discounts can only be created in the Product Console

- A. True
- B. False

Answer: B

Question: 268

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

Question: 269

Sarah works from home and her internet connectivity is dropping sporadically making it difficult to get her work done. She has increasingly become dissatisfied with her internet provider and finally has reached her breaking point. Sarah calls her internet provider to complain. In an attempt to remedy the situation, the CSR offers Sarah 20% off her monthly charges for the next 12 months. Sarah accepts. What type of discount is described in this scenario?

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

Answer: B

Question: 270

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

- A. Order-Based
- B. Account-Based

C. Contract-Based

Answer: B,C

Question: 271

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

- A. Context Rules
- B. Advanced Rules

Answer: A

Question: 272

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

Question: 273

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

- A. True
- B. False

Answer: B

Question: 274

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

- A. True
- B. False

Answer: A

Question: 275

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

Question: 276

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

- A. Function
- B. Simple

Answer: B

Question: 277

Context Dimension Domain Types include:

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

Answer: D

Question: 278

You don't set entity paths for root scopes.

- A. True
- B. False

Answer: A

Question: 279

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

Question: 280

Tightest Match calculates multiple conditions as follows:

- A. AND rule condition weights are summed together
- B. OR rule conditions select the highest weighted value
- C. Both of the above

Answer: C

Question: 281

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

Question: 282

You can have only one implementation active per interface.

- A. True
- B. False

Answer: A

Question: 283

Compatibility rules use product relationships as their rule action.

- A. True
- B. False

Answer: A

Question: 284

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

- A. True

B. False

Answer: A

Question: 285

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

- A. True
- B. False

Answer: A

Question: 286

For product relationships, select a product in the Related Product field to modify attributes based on non-product-related factors.

- A. True
- B. False

Answer: B

Question: 287

Evaluation entity filters are used as "internal filters" for qualification entity filters.

- A. Trtrue
- B. False

Answer: A

Question: 288

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

- A. True
- B. False

Answer: A

Question: 289

Which rule type allows you to auto-add products based on other products in the Cart?

- A. Context
- B. Advanced

Answer: A

Question: 290

You can apply context rules to order line Items.

- A. True
- B. False

Answer: B

Question: 291

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

- A. True
- C. False

Answer: A

Question: 292

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

Question: 293

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

Question: 294

Where do you go to populate the API cache?

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

Answer: C

Question: 295

Select all that apply: What are the phases of the Digital Commerce user experience model?

- A. Configure
- B. Basket
- C. Cart
- D. Payment
- E. Submit
- F. Checkout

Answer: A,B,D

Question: 296

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

- A. dcCatalog
- B. dcChildCatalog
- C. dcOffersList

Answer: C

Question: 297

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

- A. No parameters are used
- B. Specifying a context
- C. Specifying page size

D. Specifying a particular logged-in user

Answer: B

Question: 298

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

Question: 299

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

- A. dcReviewOrder
- B. dcCheckoutPayment
- C. dcUpdateBillingAddress
- D. dcOfferConfig

Answer: C

Question: 300

Which Integration Procedure is responsible for creating accounts?

- A. updateAddressVIP
- B. FetchAccountDetails
- C. saveCartVIP
- D. SubmitOrderVIP

Answer: B

Question: 301

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

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

Answer: C

Question: 302

Which of the following is NOT created using the createCart method

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

Answer: C

Question: 303

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: C,D

Question: 304

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

Question: 305

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: C,D

Question: 306

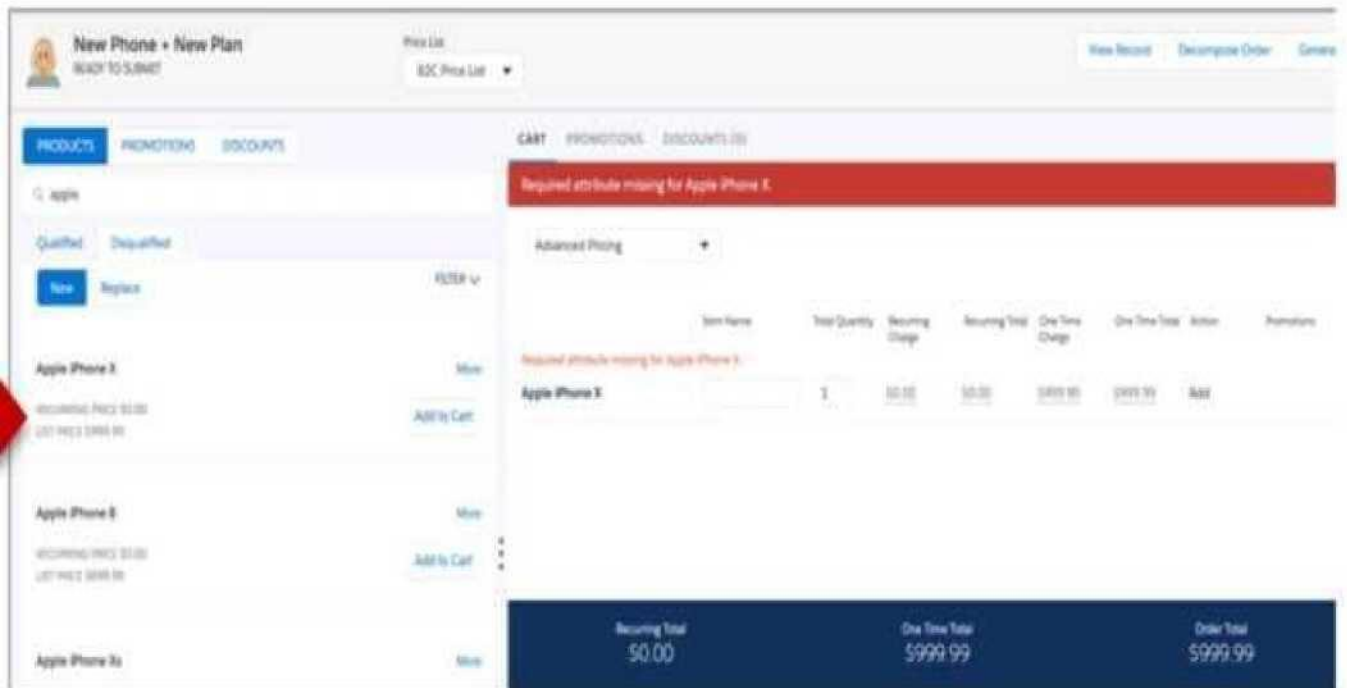
Where do product images appear in the Cart?

- 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

Question: 307

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

Question: 308

Why would a developer use getCartsProducts input parameters to reduce the number of products returned in a guided selling experience"?

- A. Because the filters parameter is required
- B. To reduce the number of choices presented to the user
- C. To prevent hitting Salesforce transaction governor limits
- D. To ensure the results set does not exceed the maximum number of records

Answer: B

Question: 309

How can a user understand changes to pricing applied in the cart?

- A. The display text in the Products list in the cart
- B. Popup message window after the order is submitted
- C. By clicking the Price Details icon on the line item
- D. Pricing adjustments do not display in the cart

Answer: B

Question: 310

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

Question: 311

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: B,D

Question: 312

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

Question: 313

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

Question: 314

A developer wants to add product images to a guided selling experience.
What must the developer pass to the `getCartsProducts` method to enable this?

- A. Set the `SearchBy` parameter to `Product2.Images`
- B. Create a subaction to invoke `getProductImages`
- C. Set the `includeAttachment` parameter to `true`
- D. Set the `Render` property to `true`

Answer: C

Question: 315

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

Question: 316

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. By setting 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

Question: 317

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

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

Answer: C

Question: 318

A developer is creating rules to help launch a company's Smart Widget product. The company has launch only for opportunities for existing S2B customers. Which context scope should the developer use in the context mapping for this rule?

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

Answer: A

Question: 319

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: A,D

Question: 320

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: A, C, D, E

Question: 321

What tasks must be done when new product bundles are added to the product catalog? (Choose TWO)

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

- A. Clear the platform cache
- B. Refresh Pricebook, which runs the ProductHierarchyBatchProcessor job
- C. Run the Product Hierarchy Maintenance batch job
- D. No manual action is required

Answer: B, C

Question: 322

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

Question: 323

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

- A. True
- B. False

Answer: A

Question: 324

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

- A. True
- B. False

Answer: A