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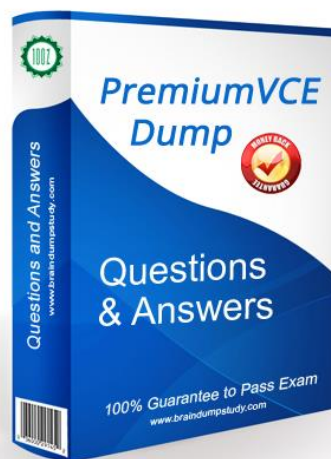


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Exam : **IPO-435**

Title : Build CPQ Solutions for Industries

Vendor : Salesforce

Version : DEMO

NO.1 The time policy for a promotion indicates what?

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

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

Answer: C

NO.2 What tasks must be done when moving product catalog data 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. Use Data Loader to load attribute record ids
- B. Run the Product Hierarchy Maintenance batch job
- C. Regenerate the attribute record ids stored in the JSONAttribute field
- D. Refresh Pricebook, which runs the ProductAttributeBatchProcessor job

Answer: C

NO.3 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. Vlocity Document Templates
- C. Copy and pasting screen text
- D. Custom integration for each customer deployment

Answer: B

NO.4 In which two cases should a developer use child price lists? Choose 2 answers

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

Answer: B,D

NO.5 For smaller deployments, enabling CPQPartition platform cache is not required.

- A. False
- B. True

Answer: B

NO.6 When the Cost & Margin feature is enabled, where are the upper and lower margin bounds data stored?

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

Answer: B

NO.7 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. Do nothing, you can't create a bundle with a flat price
- B. Change the child products that are not optional to zero
- C. Change the price of the parent product to the total price of the bundle
- D. Change the price of the parent product to zero
- E. Change the child product prices to zero

Answer: C,E

NO.8 Where do product images appear in the Cart?

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

Answer: B

NO.9 Which of the following are contained in the shared catalog? (Select THREE)

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

Answer: B,C,D

NO.10 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 Set
- B. Context Dimension
- C. Rule Condition
- D. Context Mapping

Answer: C

NO.11 My product has both Context Rules and Advanced Rules. Which rules will be enacted first at runtime?

- A. Advanced Rules
- B. Context Rules

Answer: B

NO.12 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, Attribute Categories and Products
- C. Attributes, Object Types, and Products
- D. Attributes and Products

Answer: D

NO.13 When you create a quote from an existing asset, what will the status of the corresponding line item be?

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

Answer: C

NO.14 Which of these uses a calculation of the base price?

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

Answer: C

NO.15 A guided process allows you to create new product bundles in the Cart.

- A. True
- B. False

Answer: B

NO.16 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. Redeemable code
- B. Adjustment
- C. Price list adjustment
- D. Override
- E. Product code

Answer: B

NO.17 Which of the following Attributes Category fields displays at run-time during order capture in the Cart?

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

Answer: C

NO.18 A picklist name is used only at design-time and not at run-time (so it's not visible to customers)

A. False

B. True

Answer: B

NO.19 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 charge adjustment or override

B. The pricing element

C. The price list

D. The rule associated with the promotion

Answer: A

NO.20 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. Advanced Rule - Configuration Validation (Compatibility)

B. Advanced Rule - Eligibility

C. Advanced Rule - Availability

D. Context Rule - Qualification

Answer: D

NO.21 Lengthy on-boarding for new hires is a business challenge historically faced by telecommunications companies.

A. False

B. True

Answer: B

NO.22 What does an attribute binding do?

A. It binds an attribute to a pricing variable.

B. It binds an attribute to a price list entry,

C. It binds an attribute to a field.

D. It binds an attribute to a picklist.

Answer: C

NO.23 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. "Change to Order" action on the selected Asset

B. "Change to Quote" action on the selected Asset

C. "Move action" on the original Order

D. "Move" action on the selected Asset

Answer: C

NO.24 When you add a condition, which option allows you to select a context dimension?

- A. Simple
 - B. Function
- Answer:** A

NO.25 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. CpqAppHandler
- B. getCartsltems
- C. vlcCart
- D. done
- E. getCartsProducts
- F. putCartsltems
- G. checkout
- H. postCartsltems
- I. submit
- J. createCart

Answer: A

NO.26 Which of the following is NOT created using the createCart method

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

Answer: C

NO.27 Which Lightning web component allows the user to submit their payment details?

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

Answer: B

NO.28 In Vlocity Context Rules, what is a context dimension?

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

- A. A multi-dimensional array of sObject data
- 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 variable that stores rule condition values

Answer: D

NO.29 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. Qualification Rule
- B. Calculation Rule
- C. Context Rule
- D. Advanced Rule

Answer: D

NO.30 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. Context Mapping
- B. Rule Set
- C. Rule
- D. Context Dimension

Answer: B