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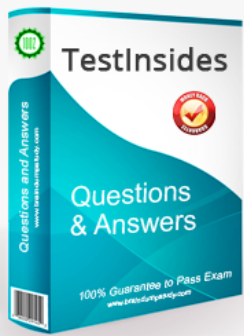
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**Exam** : **IPQ-499**

**Title** : Design and Build a Working  
Industries CPQ Solution

**Vendor** : Salesforce

**Version** : DEMO

**NO.1** In Vlocity Cart, which of the following rules are run in the cart line 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) Context Rules
- B. Qualification Context Rules
- C. Configuration Validation (Compatibility) Advanced Rules
- D. Evaluation Context Rules

**Answer:** C

**NO.2** A price list: (Choose THREE)

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

- A. Contains price list entries.
- B. Is the same as a price book.
- C. Is always associated with a price book.
- D. Is used to create pricing variables.
- E. Can be a parent price list or child price list.

**Answer:** A,C,E

**NO.3** 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. MACD, ABO and Copy to Order
- B. Change to Opportunity, Change to Order and Move
- C. Move, Reprice and Check Contract
- D. Change to Quote, Change to Order and Move

**Answer:** D

**NO.4** What type of inheritance architecture do Vlocity object types use?

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

- A. Protected (Private) inheritance architecture
- B. HAS-A inheritance architecture
- C. IS-A inheritance architecture
- D. Hybrid (Virtual) inheritance architecture

**Answer:** C

**NO.5** What are three appropriate use cases for a promotion? Choose 3 answers

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

**Answer:** B,C,D

**NO.6** Where do product images appear in Vlocity Cart?

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

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

**Answer:** A

**NO.7** 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 - Availability
- B. Context Rule - Qualification
- C. Advanced Rule - Configuration Validation (Compatibility)
- D. Advanced Rule - Eligibility

**Answer:** B

**NO.8** VLOCITY Cart requires what information to display a product list?

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

- A. Product Configuration
- B. Session id
- C. Price List record id
- D. User id

**Answer:** C

**NO.9** 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 Not Assetizable flag in VLOCITY EPC
- B. Check the Do Not Assetize flag in VLOCITY Cart's line item configuration window
- C. Create a context rule to control assetization in VLOCITY EPC
- D. Check the Virtual Item flag in VLOCITY EPC

**Answer:** A

**NO.10** 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 train agents in selling processes before they use the regular VLOCITY Cart
- D. To include helpful instructions for agents
- E. To replace the regular VLOCITY Cart for order capture
- F. To use functions not found with the VLOCITY Cart for order capture

**Answer:** A,B,D,E

**NO.11** Which two custom settings 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. DeltaPrice
- B. Cache APIFields
- C. DeltaValidate
- D. CacheAPI.TimeToLiveInDays

**Answer:** A,C

**NO.12** Which of the following Attributes Category fields displays at run-time during order capture in the Cart?

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

**Answer:** D

**NO.13** 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. Which customers are eligible for the child product
- C. When the time plan begins for the child product
- D. When the entire promotion expires

**Answer:** A

**NO.14** Which of these requires a calculation that uses the product's price?

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

**Answer:** A

**NO.15** Lengthy on-boarding for new hires is a business challenge historically faced by telecommunications companies.

- A. True
- B. False

**Answer:** A

**NO.16** 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 context mappings.
- C. To specify product attribute values that will be evaluated during rule processing.
- D. To specify defined values for the end-user to select during order capture.

**Answer:** A

**NO.17** If you want the user to select a value for a product attribute during order capture, what attribute metadata flag must be set via Vlocity Product 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

**NO.18** What Vlocity components are used to implement attribute-based pricing? (Choose THREE)

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

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

**Answer:** A,B,C

**NO.19** Discounts can only be created in the Product Console

- A. True
- B. False

**Answer:** B

**NO.20** Where do product images appear in the Cart?

- 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 the Cart's templates

**Answer:** D

**NO.21** 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. CustomValidationFramework
- B. ProductRelationshipValidationImpl
- C. DefaultProductValidationImplementation
- D. ValidationRulesImplementation
- E. DefaultRulesImplementation
- F. AdvancedCompatibilityImplementaion

**Answer:** B,C,D

**NO.22** The options for pricing bundles include: (Choose TWO)

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

- A. Assigning only pricing elements to the parent and children

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

**Answer:** C,D

**NO.23** 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. \$35 recurring monthly price for B2C customers
- C. 20% off for 3 months
- D. \$50 off

**Answer:** C,D

**NO.24** 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. Order.Account
- B. Opportunity.Account
- C. Opportunity
- D. Account

**Answer:** B

**NO.25** Which two actions are taken by the checkout method? Choose 2 answers

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

**Answer:** B,C

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

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

**Answer:** D

**NO.27** In Vlocity Context Rules, what is a context scope?

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. The relational path from a root sObject, such as an Order, to related sObjects, such as Account
- C. A variable that stores rule condition values
- D. A multi-dimensional array of sObject data

**Answer:** B

**NO.28** In Vlocity Cart, what does the submit order button do?

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

**Answer:** B

**NO.29** 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.** Use two different price list
- D.** Create two versions of the smartphone product and create different pricing for each

**Answer:** C

**NO.30** Picklist entities in Vlocity EPC are globally reusable Salesforce picklists, and can be administered either through Vlocity Product Console or Setup.

- A.** False
- B.** True

**Answer:** A