



# Free Questions for **IPQ-435** by **braindumpscollection**

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## Question 1

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**Question Type: MultipleChoice**

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If the data element is specific to a product or a class of product, you should create which of the below?

**Options:**

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**A-** Attribute

**B-** Field

**Answer:**

---

A

## Question 2

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**Question Type: MultipleChoice**

---

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

**Options:**

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A- True

B- False

**Answer:**

---

A

## Question 3

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**Question Type: MultipleChoice**

---

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

**Options:**

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A- Picklists

B- Product Attributes

C- Object Types

D- Products

E- All of the Above

**Answer:**

---

E

## Question 4

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**Question Type: MultipleChoice**

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Choose the correct flow in the order-capture process.

**Options:**

---

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 5

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**Question Type:** MultipleChoice

---

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

**Options:**

---

- 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 6

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**Question Type:** MultipleChoice

---

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

**Options:**

---

**A-** True

**B-** False

**Answer:**

---

A

## Question 7

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**Question Type:** MultipleChoice

---

Choose the accurate statement below.

**Options:**

---

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

**Answer:**

---

A

## Question 8

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**Question Type: MultipleChoice**

---

When you create a quote from an existing asset, what will the status of the corresponding line Item be?

**Options:**

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- A- Add

- B- Existing
- C- Change
- D- Disconnect

**Answer:**

---

C

## Question 9

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**Question Type:** MultipleChoice

---

How can you create a quote from an existing asset?

**Options:**

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- 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 10

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**Question Type: MultipleChoice**

---

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

**Options:**

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

**Answer:**

---

C, D

## Question 11

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**Question Type:** MultipleChoice

---

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

### Options:

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- A- The same way any other order 's created
- B- Similar to any other New Order, but the Order Type 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:

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C

## Question 12

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**Question Type:** MultipleChoice

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

**Options:**

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**A-** True

**B-** False

**Answer:**

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A

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