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Salesforce Certified CPQ Specialist Sample Questions (Q176-Q181):

NEW QUESTION # 176

An admin notices the fields placed in the SBQQ_SearchFilter Field Set on the Product object are different than the fields displayed when using the Filter action in Product Selection-Why are the fields shown to the user different than those defined in the SBQQ_SearchFilter Field Set during Product Selection?

- A. Ensure that any fields included in the SBQQ_SearchFilter Field Set on Product are also included in the SBQQ_SearchResults Field Set
- B. Check for any Search Filter records that have been created in the org. If present, Search Filters override the values defined in the SBQQ_SearchFilter Field Set
- C. Set Large Quote Experience in the CPQ Package Settings to True. The enhancements made to search filtering are only available in the Large Quote Experience.
- D. Establish a Product Results Group Field Name in the CPQ Package Settings. This enables compatibility with filtering.

Answer: D

NEW QUESTION # 177

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- B. The Feature Name field on the Configure Products page
- C. HTML Template Content in the Quote document
- D. Configuration Attribute picklist values

Answer: B

NEW QUESTION # 178

Approver records are not required when using dynamic approvers.

- A. False
- B. True

Answer: A

NEW QUESTION # 179

Universal Containers uses over 45,000 different container Product records with CPQ. When a sales rep views the Add Products page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ specialist enable this functionality from the Salesforce CPQ managed package configuration settings?

- A. Select Product Family in the Product Results Group Field Name field in Additional Settings.
- B. Select Product Family in the Product Search Plugin field in Plugins.
- C. Check the Solution Groups Enabled checkbox, set Object to Quote Line, and set Name Field to Product Family.
- D. Add the Product Family field to the Search Results Field Set on the Product object.

Answer: A

Explanation:

Requirement:

* Group products in collapsible sections based on Product Family in the Add Products page.

Solution:

* Set the Product Results Group Field Name in Additional Settings to Product Family. This groups products by their Product Family in the Add Products page.

Why Other Options Are Incorrect:

* A: Solution Groups apply to Quote Lines, not the Add Products page.

* B: Adding fields to the Search Results Field Set does not enable grouping functionality.

* C: The Product Search Plugin is unrelated to grouping.

Salesforce CPQ Reference:

* Configuring product grouping is detailed in CPQ Product Search and Results Configuration .

NEW QUESTION # 180

The Universal Containers Admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The Admin planned to use a roll-up summary field on the Quote object to average the Quote Line Approval Score field. The Admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which action Should the Admin take to resolve the issue?

- A. Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.
- B. Create a Workflow Rule with a Field Update to populate the average Approval Score.
- C. Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.
- D. Create a trigger to populate the average Approval Score.

Answer: A

NEW QUESTION # 181

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