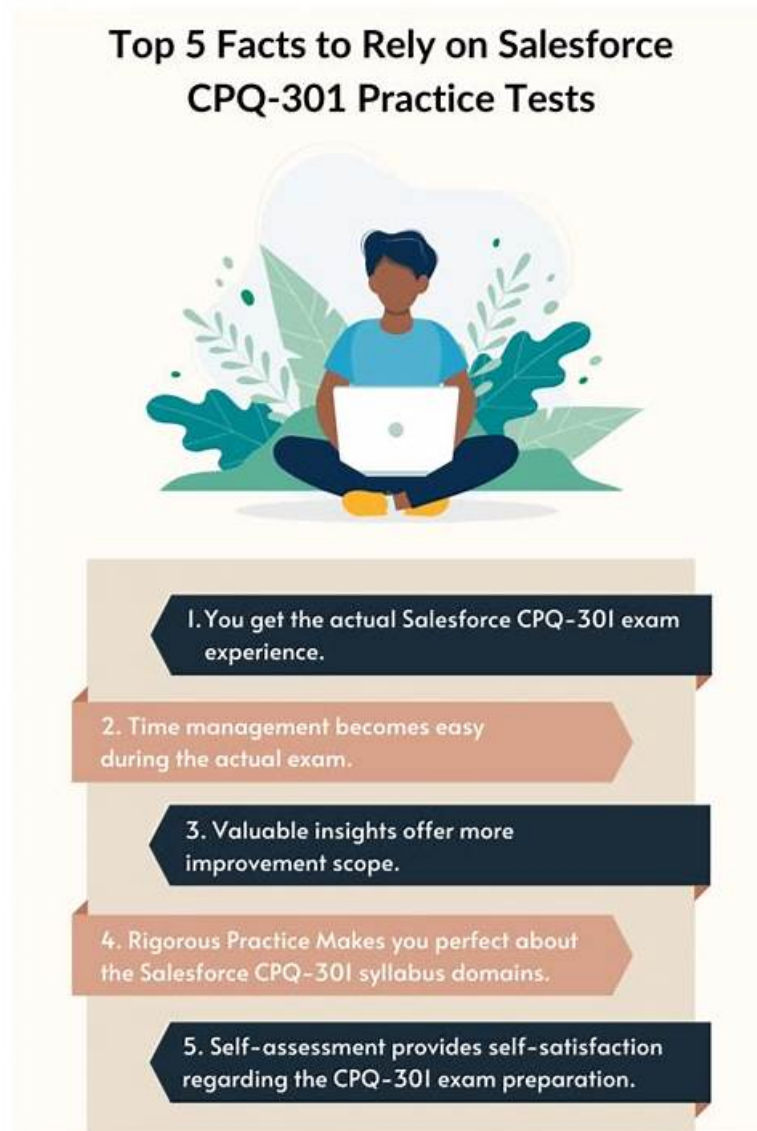


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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q94-Q99):

NEW QUESTION # 94

Which type of Discount Schedule would you select if you wanted a blended discount rate applied across all units?

- A. Slab
- B. Block
- C. Range
- D. Markup

Answer: A

NEW QUESTION # 95

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- A. Fill the Conditional Print Field on the Column Lines object.
- B. Create a new field set on the Quote Line editor without Monthly Price.
- C. Create an additional Lines Section without the Monthly Price field.
- D. Create a custom Formula indicating if the Payment Terms Are Net 30.

Answer: A,C

NEW QUESTION # 96

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Set the Order By field on the Quote to Product Family.
- B. Enable Allow Multiple Orders from a checkbox on the Quote.
- C. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- D. Set the Order By field on the Quote Line to Product Family.

Answer: A,C

NEW QUESTION # 97

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal

Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True. What are two ways a sales user should generate an accurate Renewal Quote?

- A. Clone the original Quote and update Quote Type to Renewal.
- B. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.
- C. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- D. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

Answer: C,D

Universal Containers wants to allow customers to return and receive credit for asset Products. How should the admin meet the requirement?

- Answer: B**

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