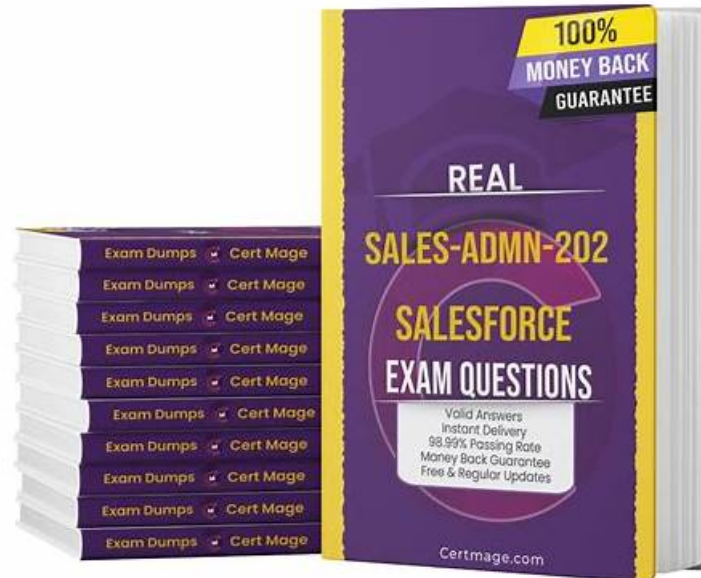


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Salesforce Certified CPQ Administrator Sample Questions (Q193-Q198):

NEW QUESTION # 193

How should the admin ensure Universal Containers' users can generate output documents in Microsoft Word format?

- A. Set the Allow Output Format Change checkbox on each user in User Settings.
- B. Set the Allow Output Format Change checkbox on the Quote Template.
- C. Create a second Quote Template in Microsoft Word format.
- D. Create duplicate Template Sections in Microsoft Word format.

Answer: A

Explanation:

Requirement:

* Allow users to generate output documents in Microsoft Word format.

Solution:

* The Allow Output Format Change checkbox in User Settings enables users to select alternative formats like Microsoft Word during document generation.

Why Other Options Are Incorrect:

- * A: The checkbox is user-specific, not template-specific.
- * C: Creating a second template is unnecessary when users can dynamically change the format.
- * D: Template Sections do not control output formats.

Salesforce CPQ Reference:

* Configuring user settings for document generation is detailed in CPQ Quote Templates Documentation .

NEW QUESTION # 194

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle.

Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.
- B. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.
- C. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- D. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.

Answer: A

Explanation:

Requirement:

* Maintenance and Support products must display in separate sections during configuration.

* Support products should appear above Maintenance products.

Solution:

- * Product Features are used to organize Product Options into sections.
- * The Number field on Product Features determines the order in which the sections appear.
- * Support should have a lower Number value to appear above Maintenance.

Salesforce CPQ Reference:

* The Product Features Configuration Guidelines explain how to use features and their ordering mechanisms .

NEW QUESTION # 195

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page. Which solution meets the business requirement without creating a separate Price Book?

- A. Create a bundle with a Configuration Attribute.
- B. Create a Hidden Filter in Product Selection based on Profile.
- C. Create a Filter Product Rule.

- **D. Create multiple bundles with validation Product Rules.**

Answer: D

Explanation:

Requirement Overview:

- * Each sales team needs access to a specific subset of products without requiring separate Price Books.

Solution:

- * Use multiple bundles with validation Product Rules to restrict access to specific products based on user criteria (e.g., Profile or custom field).
- * This avoids the need to create and manage separate Price Books for each team.

Steps to Configure:

- * Create a bundle for each subset of products.
- * Use Product Rules to validate and restrict access based on sales team criteria.

Validation:

- * Test the Product Selection page to ensure that each sales team can access only their specific subset of products.

NEW QUESTION # 196

What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- **B. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions**
- C. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions
- D. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

Answer: B

Explanation:

Data Import Order for Quote Templates:

- * Salesforce CPQ requires Quote Template data to be imported in a structured order to ensure that relationships between objects are correctly established.
- * Quote Template: Base structure for the quote document.
- * Template Sections: Define sections of the quote.
- * Line Columns: Specify how data appears in tables within the quote.
- * Template Content: Includes HTML and text for the quote layout.
- * Quote Terms: Define legal or contractual terms.
- * Term Conditions: Conditions related to the terms.

Salesforce CPQ Reference:

- * Best practices for Quote Template imports align with Salesforce CPQ implementation guides for maintaining dependencies .

NEW QUESTION # 197

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A. All Products with Price Book Entries with a positive Price.
- B. All Products with Price Book Entries in all Active Currencies.
- C. All Products with Price Book Entries when Dated Exchange Rates are enabled.
- **D. All Products with Price Book Entries in the Opportunity/Quote Currency.**

Answer: D

Explanation:

Requirement:

- * Ensure that products available for selection are filtered by the Quote's currency.

Solution:

- * CPQ filters products based on the Price Book Entries associated with the Opportunity/Quote's currency.

Why Other Options Are Incorrect:

- * A: Active currencies do not determine product availability.

- * B: Dated Exchange Rates do not affect product selection directly.
 - * C: Products with a zero Pricebook Entry are not valid for selection.
- Salesforce CPQ Reference:
- * Multi-currency product selection is documented in CPQ Multi-Currency Configuration .

NEW QUESTION # 198

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