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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q41-Q46):

NEW QUESTION # 41

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence? Choose 3 answers

- A. Target Customer Amount
- B. Discount Schedules
- C. Prorate Multiplier
- D. Contracted Price
- E. Additional Discount Fields

Answer: B,C,D

NEW QUESTION # 42

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date. Which date will CPQ use to calculate the prorate multiplier?

- A. The Quote date
- B. The Quote Line date
- C. The latest date
- D. The earliest date

Answer: A

NEW QUESTION # 43

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

Answer: C,D

NEW QUESTION # 44

An admin is working on a Primary Quote attached to an Opportunity. The Price Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, and error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers

- A. Some Products are missing Price Book Entries.
- B. Q Validation Rules on the Opportunity Product silently fail.
- C. Only Products with an Effective Quantity greater than or less than zero sync to the Opportunity.
- D. Exclude from Opportunity is checked on the Product record.

Answer: B,C,D

NEW QUESTION # 45

Universal Containers needs to set up a bundle so that the sales rep can set some values that apply to the bundle rent, and others that apply to specific options. Which two configurations meet this requirement?

- A. Use configuration attributes for option-level values.
- B. Use custom product option fields for bundle-level values.
- C. Use configuration attributes for parent-level values.
- D. Use custom product option fields for option-level values.

Answer: C,D

NEW QUESTION # 46

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