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## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q179-Q184):

### NEW QUESTION # 179

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the

#### Line Editor Field Set on the Quote Line object

What does the admin need to do so the sales reps can search Campaign records In the Quote Line Editor without seeing a warning message?

- A. Create and populate a Field Set on the Campaign object named CPQ\_Lookup.
- B. Create a twin field on the Campaign object using the same API name as the lookup field.
- C. Add the lookup field to the Quote Line page layout.
- D. Add the name of the lookup field into the Line Editor Field Set on the Quote object.

**Answer: A**

#### NEW QUESTION # 180

"UC has a series of required PDF documents that need to be attached to their output document when generated. These PDF files are already stored in Documents.

What should the Admin do on the Quote Template to meet this requirement?

- A. Create a new Template Section for each PDF document.
- B. Reference each PDF Document in Custom Template Content records."
- C. Select the correct Documents Folder from the Documents field on the Quote Template
- D. Create a new Additional Document on the Quote Template for each PDF document

**Answer: D**

#### NEW QUESTION # 181

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

**Answer: B,D**

#### NEW QUESTION # 182

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- C. Set Next Automated Approver Determined By to Manager on the Approval Process.
- D. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.

**Answer: A**

#### NEW QUESTION # 183

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operation team wants to ensure that when a sales rep renew an existing Contract with Premier Support, it is replaced with Premier Pro.

What does the Admin need to do to support this business requirement?

- A. Set the upgrade Target field on the Premier Support Product record to Premier Pro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- C. Set the Renewal Product field on the Premier Support Product record to Premier Pro.
- D. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.

**Answer: C**

## NEW QUESTION # 184

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