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Salesforce Certified CPQ Administrator Sample Questions (Q185-Q190):

NEW QUESTION # 185

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. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different

Approver than the manager.

- B. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- **C. Set Next Automated Approver Determined By to Manager on the Approval Process.**
- D. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.

Answer: C

Explanation:

Requirement Overview:

* Assign generated Approval requests to the user's direct manager.

Solution:

* Salesforce CPQ's Advanced Approvals package includes the setting Next Automated Approver Determined By, which allows Approvals to be routed automatically to the user's manager.

Steps to Configure:

* Navigate to the Approval Process.

* Set Next Automated Approver Determined By to Manager.

* Save and test the Approval process to ensure it correctly assigns to the manager.

NEW QUESTION # 186

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- A. Keep Bundle Together
- B. Enable Product Option Drawer
- C. Preserve Bundle Structure
- **D. Visualize Product Hierarchy**

Answer: D

Explanation:

Requirement:

* Sales reps need to identify Product Options linked to Quote Lines in the Quote Line Editor.

Solution:

* Enabling Visualize Product Hierarchy organizes Quote Lines based on their position within the bundle, displaying the parent-child relationship.

Why Other Options Are Incorrect:

* A: The Product Option Drawer enables detail viewing but does not organize Quote Lines.

* B: Preserve Bundle Structure applies to output documents, not the Line Editor.

* D: Keep Bundle Together affects grouping but not hierarchy visualization.

Salesforce CPQ Reference:

* Hierarchy settings are covered in the Quote Line Editor Configuration documentation .

NEW QUESTION # 187

Universal Containers (UC) maintains a large Product catalog with more than 500 Products. Ten Products from various Product Families are frequently requested and purchased by UC's customers and must be easy to find for users.

How should the admin meet the requirement?

- **A. Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products.**
- B. Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.
- C. Set the Sort Order for each of the ten Product records to a numeric value that is greater than any other Product.
- D. Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.

Answer: A

NEW QUESTION # 188

Universal Containers only sells lid Products as part of a container Product. The admin wants to hide all lid Products from Product

Selection.

How should the admin set up lid Products?

- A. Check the Component checkbox.
- B. Include lid Products in the description of container Products.
- C. Set the Product Family value to Accessory.
- **D. Check the Hidden checkbox.**

Answer: D

Explanation:

Requirement Overview:

* Universal Containers wants to hide lid Products from the Product Selection screen since they are only sold as part of a container Product.

Solution:

* By selecting the Hidden checkbox on the lid Product record, the Product is removed from the Product Selection page while remaining available within bundles.

Steps to Configure:

* Navigate to the Product Record for each lid Product.

* Select the Hidden checkbox.

* Save the changes.

Validation:

* Verify that the lid Products no longer appear on the Product Selection screen but remain accessible as part of their parent container bundles.

NEW QUESTION # 189

Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.

A single quote can contain products for consumption anywhere in the country.

A custom object has been created to maintain a Price Multiplier per product per geographic area. The quote document should display the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

- **A. Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.**
- B. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.
- C. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.
- D. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.

Answer: A

Explanation:

Requirement Overview:

* Adjust the List Price dynamically based on the geographic area using a custom Price Multiplier stored in a custom object.

Solution Details:

* Custom List Unit Price Field: Store the adjusted List Price for the specific geographic area.

* Lookup Price Rule: Retrieve the multiplier from the custom object and calculate the adjusted List Price.

Steps to Configure:

* Create a Custom Field (e.g., Custom List Unit Price) on the Quote Line.

* Create a Lookup Price Rule to:

* Retrieve the Price Multiplier from the custom object.

* Calculate and populate the custom List Unit Price field.

Validation:

* Generate a Quote and confirm the List Price reflects the appropriate multiplier for the geographic area.

NEW QUESTION # 190

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