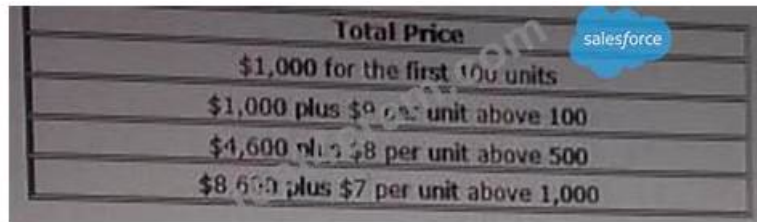


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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q156-Q161):

NEW QUESTION # 156

Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to redistribute Order Products from one Order to another.

What are two considerations the CPQ admin must take into account to meet the requirement?

Choose 2 answers

- A. Ensure the sales rep is listed as the owner of the Order.
- B. Ensure the CPQ Orders package setting "Allow Multiple Orders" is selected.
- C. Ensure the Edit Order Products button is exposed in the Order Page Layout.
- D. Ensure the sales rep has Modify All in their profile.

Answer: A,B

NEW QUESTION # 157

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- **A. The Conditional Print Field for each price Line Column**
- B. The Hide Group Subtotals Field on the Quote Template
- C. The Hide Totals Field on the Quote Template
- D. The Conditional Print Field of a Template Section for only price Line Columns

Answer: A

NEW QUESTION # 158

Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line.

Which approach should the CPQ Specialist recommend to meet this business requirement?

- A. A Price Rule with the Calculation Event of On Initialization to update the picklist field
- B. A Workflow Rule and field update on the Quote Line to update the picklist field
- **C. A Price Rule with the Calculation Event of After Calculate to update the picklist field**
- D. A Process Builder on the Quote Line to update the picklist field

Answer: C

NEW QUESTION # 159

The Admin at Universal Containers is setting up permissions for internal sales Users. In addition to assigning the Salesforce CPQ User permission set, for which objects do the Users need Read, Create, Edit, Delete permissions?

- A. Discount Category, Discount Schedule, Discount Tier, Term Schedule
- B. Quote Template, Template Content, Template Section, Line Column
- **C. Quote, Quote Line, Quote Line Group, Quote Document**
- D. Price Rule, Price Action, Price Condition, Lookup Query

Answer: C

NEW QUESTION # 160

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- A. The value from the record that was created most recently is applied to the Target Field.
- **B. The Target Field maintains its original value and an error message appears in the Quote Line Editor.**
- C. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- D. The value from the first record sorted alphabetically by Name is applied to the Target Field.

Answer: B

NEW QUESTION # 161

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