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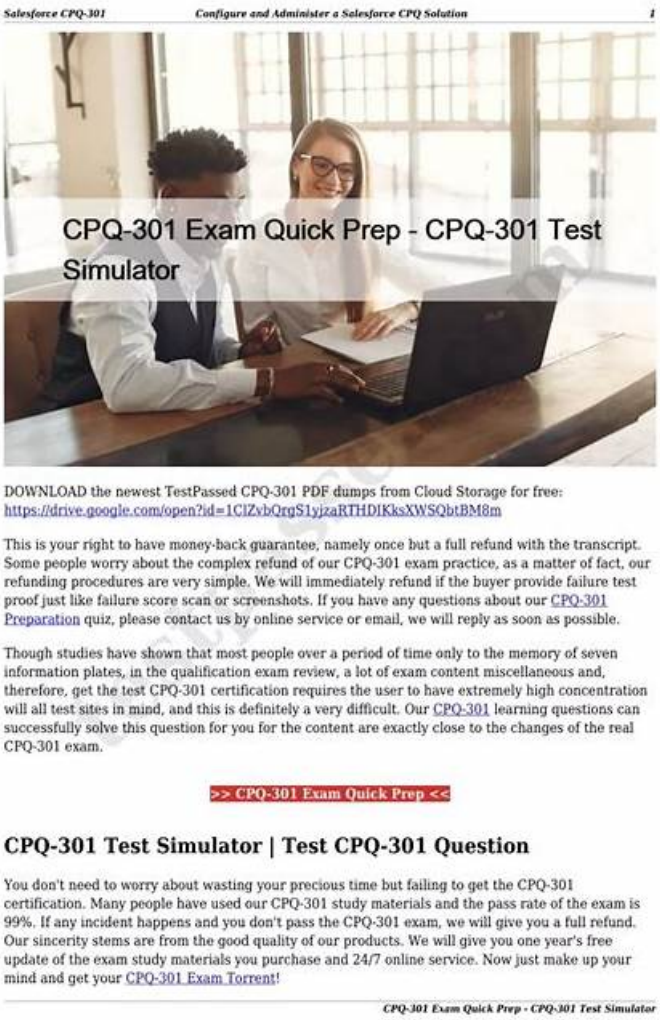

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q83-Q88):

NEW QUESTION # 83
Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products. However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.
Which strategy should UC apply?

- A. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.
- B. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- C. Create a Filter Product Rule and Product Action with Type set to Optional Filter.
- D. Set the Default field on the Add Products Custom Action to TRUE.

Answer: C

NEW QUESTION # 84
At Universal containers, the fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.
At the same time, the Account Management team wants to ensure that all items from one order appears on one contract.
What are two ways the CPQ Specialist can meet these requirements? Choose 2 answers

- A. Set Contracting Method on the Order to single Contract.
- B. Set package Default Order Start Date to Today.
- C. Set package Contracting Method to Single Contract.
- D. Set Order Product Date to Today when the record is created using Process Builder.

Answer: B,C

NEW QUESTION # 85
"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. Reference each PDF Document in Custom Template Content records."
- B. Select the correct Documents Folder from the Documents field on the Quote Template
- C. Create a new Additional Document on the Quote Template for each PDF document
- D. Create a new Template Section for each PDF document.

Answer: C

NEW QUESTION # 86
When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.
Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Set the Order By field on the Quote to Product Family.
- B. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- C. Enable Allow Multiple Orders from a checkbox on the Quote.
- D. Set the Order By field on the Quote Line to Product Family.

Answer: B,D

NEW QUESTION # 87
Universal Containers has developed a new subscription Product that will replace another su
The admin needs to ensure:
* Only the new Product can be added to new Quotes.
* Contracts with the old Product can be amended.
* Renewals will be created with the replacement Product.
Which two actions should the admin take to meet the requirements?
Choose 2 answers

- A. Set the Renewal Product field on the old Product to lookup to the new Product.
- B. Update the SBQQ__Product__c field on the Subscriptions that need to be renewed.
- C. Make the Product unavailable by unchecking the Active field on the old Product.
- D. Uncheck the Active field on all Price Book entries for the old Product.

Answer: A,B

NEW QUESTION # 88
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