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Salesforce Certified CPQ Specialist Sample Questions (Q186-Q191):

NEW QUESTION # 186

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too many clicks. Management has asked the admin to streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the admin enable to meet this requirement?

- A. Enable Quick Calculate
- B. Calculate Immediately
- C. Use Legacy Calculator

Answer: B

Explanation:
Requirement:
* Streamline the Quote Line Editor by enabling automatic calculations after each change.
Solution:
* Enabling the Calculate Immediately setting in Managed Package Settings ensures calculations are triggered automatically whenever changes are made in the Quote Line Editor.
Why Other Options Are Incorrect:
* A: The Legacy Calculator setting is outdated and not related to automatic calculations.
* B: Quick Calculate is a manual process that does not meet the requirement for automatic recalculation.
Salesforce CPQ Reference:
* The Calculate Immediately Setting is described in the CPQ Managed Package Settings documentation .

NEW QUESTION # 187

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- B. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- C. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- D. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.

Answer: B

NEW QUESTION # 188

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options in the same level.

How should the Admin set this up?

- A. Set the Percent of Total Scope field on the Product Option record to a value of Package.
- B. Set the Percent of Total Category field on each Product in the bundle to the same value.
- C. Set the Percent of Total Scope field on the Product Option record to a value of Group.
- D. Set the Percent of Total Scope field on the Product Option record to a value of Components.

Answer: D

NEW QUESTION # 189

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

- A. Core Salesforce Quote object
- B. CPQ Quote object
- C. Opportunity object

- D. CPQ Quote Line object

Answer: B

NEW QUESTION # 190

The EditLinesFieldSetName special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

- A. The fields that appear in the Quote Line Drawer.
- B. The fields that trigger a calculation event to occur.
- C. The Quote fields that may be edited.
- D. The Quote Line fields that are visible.

Answer: D

NEW QUESTION # 191

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