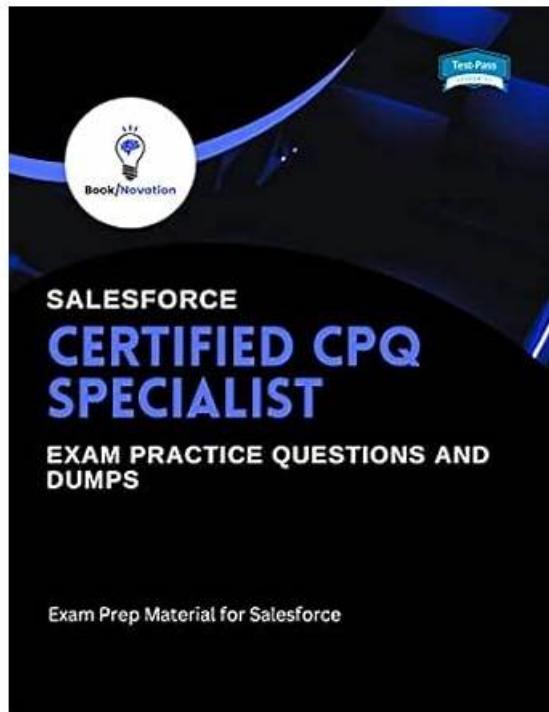


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Salesforce Certified CPQ Specialist Sample Questions (Q158-Q163):

NEW QUESTION # 158

- A. The Admin decides to use a Price Rule to enable this promotion.
Which set of Price Actions Should the Admin create on this Price Rule?
- B. One Price Action to inject 50 in the SBQQ_Discount_c field on the Quote Line.
- C. One Price Action to inject 0.5 in the SBQQ_CustomerDiscount_c field on the Quote Line and one Price Action to inject a blank value in the SBQQ_CustomerDiscountAmount_c field on the Quote Line.
- D. One Price Action to inject 50 in the SBQQ_Discount_c field on the Quote Line and one Price Action to inject a blank value in the SBQQ_AdditionalDiscountAmount_c field on the Quote Line.
- E. One Price Action to inject 0.5 "SBQQ_OriginalPrice_c in the SBQQ_SpecialPrice_c field on the Quote Line and one Price Action to inject the text "Custom" in the SBQQ_SpecialPriceType_c field on the Quote.

Answer: A,D

NEW QUESTION # 159

The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows: Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- A. For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.
- B. For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- C. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False
- D. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True

Answer: A,D

NEW QUESTION # 160

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. Use Legacy Calculator
- C. Calculate Immediately

Answer: C

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 # 161

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A. All Products with Price Book Entries with a positive Price.
- B. All Products with Price Book Entries in all Active Currencies.
- C. All Products with Price Book Entries when Dated Exchange Rates are enabled.
- D. All Products with Price Book Entries in the Opportunity/Quote Currency.

Answer: D

Explanation:

Requirement:

* Ensure that products available for selection are filtered by the Quote's currency.

Solution:

* CPQ filters products based on the Price Book Entries associated with the Opportunity/Quote's currency.

Why Other Options Are Incorrect:

- * A: Active currencies do not determine product availability.
- * B: Dated Exchange Rates do not affect product selection directly.
- * C: Products with a zero Pricebook Entry are not valid for selection.

Salesforce CPQ Reference:

* Multi-currency product selection is documented in CPQ Multi-Currency Configuration .

NEW QUESTION # 162

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D.

Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2.

The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021.

The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021.

Which two methods could the user apply individually to meet the requirement? Choose 2 answers

- A. Change the Subscription Term on the Quote Lines for C and D to the value 18.
- B. Change the End Date on the Quote Lines for C and D to December 3, 2021.
- C. Change the Subscription Term on Quote Line Group 2 to the value 18.
- D. Change the End Date on Quote Line Group 2 to December 3, 2021.

Answer: A

NEW QUESTION # 163

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