

Salesforce

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Latest Version: 6.0

Question: 1

Can Salesforce CPQ allow users to search for products by product details?

- A. No
- B. Yes

Answer: B

Question: 2

What Bundle Configuration Event must be set in this scenario: "Bundles that inform later decisions in the sales process, such as what configurations are allowed for the next bundle that's added; this setting is rarely used."

- A. Edit
- B. Always
- C. Add
- D. n/a

Answer: C

Question: 3

True or False? Up to 3 Quotes related to an Opportunity can be marked as Primaries.

- A. FALSE
- B. TRUE

Answer: A

Question: 4

Which type of Product rule is described in this example: "Lists only products with a product code that contains the letters
"cable" in a mini product selection page."

- A. Selection
- B. Validation
- C. Alert
- D. Filter

Answer: D

Question: 5

Following best practices of Salesforce CPQ up to how many levels deep must Nested Bundles have?

- A. 5
- B. 4
- C. 1
- D. 2

Answer: D

Question: 6

True or False? Each template contains sections where you customize the presentation of individual content records such as line items, signature fields, and terms and conditions.

- A. TRUE
- B. FALSE

Answer: A

Question: 7

Will the List Price field be stored in an Order Product record?

- A. No
- B. Yes

Answer: B

Question: 8

What can be used to send an approval to control who receives an approval request or rejection notice and the email templates that deliver these messages?

- A. Approval chain
- B. Smart Approvals
- C. Approval Rules

Answer: C

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