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Question: 1

Which key feature of Advanced Order Management is described here: "Split quotes into multiple orders, manage future dated orders, and modify with point- and-click."

- A. Fulfill Orders Faster
- B. Flexible for Evolving Customer Needs
- C. Connect to Back Office
- D. 360-Degree View of the Customer

Answer: B

Question: 2

Which feature of advanced approvals is defined here: "Reps have complete visibility into what approvals they'll need to obtain as they work on their quotes, so there are no surprises when they submit for approval."

- A. Smart Approvals
- B. Replacing Approvers
- C. Delegated Approvers
- D. Requiring Approvals

Answer: D

Question: 3

True or False? Salesforce CPQ doesn't create contracts for quotes that contain only optional products

- A. TRUE
- B. FALSE

Answer: A

Question: 4

Which CPQ Setting regulated the following: "manage the naming and organization of your quote's quote line groups and solution groups."

- A. Group Package Settings
- B. Pricing and Calculation Package Settings
- C. Plug-in Package settings
- D. Line Editor Package Settings

Answer: A

Question: 5

Which type of Price or Discount is described here: "inherited from the contracted price, a custom price set by the Salesforce admin, or the list price. Pricing calculations start with this value."

- A. Customer Unit price
- B. Option Discounts
- C. Prorate Multiplier
- D. Special Price

Answer: D

Question: 6

Which of the CPQ Product Fields is described here: "Discount schedule for used as a Cost Schedule with this product."

- A. Cost Schedule
- C. Customer Community Availability
- C. Hidden
- D. Batch Quantity

Answer: A

Question: 7

Which of the CPQ Product Fields is described here: "Specifies the starting quantity of the product when added."

- A. Exclude from Opportunity
- B. Asset Conversion
- C. Default Quantity
- D. Default Quantity

Answer: C

Question: 8

What Bundle Configuration Event must be set in this scenario: "Bundles that only occasionally need customization."

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

Answer: A

Question: 9

True or False? Even if a product and product option both have the same field as a related quote line, the quote line field does not inherit the value of the product option field.

- A. FALSE
- B. TRUE

Answer: A

Question: 10

Which type of CPQ Quote Template Layout item is should be used to achieve this: "The columns in the Line Columns related list of your quote template determine which attributes to show in this table"

- A. Custom
- B. Line Items
- C. HTML
- D. Quote Terms: Template Bottom / Top

Answer: B

Question: 11

How do you adjust the price of an existing subscription after you create an Amendment Quote?

- A. Cancel the original subscription and replace it with new prices
- B. Change the discount % at the quote line level.
- C. Change the discount % at the quote level.

Answer: A

Question: 12

Can the Quote Line Editor be used to delete quote lines?

- A. No
- B. Yes

Answer: B

Question: 13

Which type of Price or Discount is described here: "The price after the prorate multiplier is applied to the list price."

- A. Regular Unit Price Prorate List Price Net Unit Price Customer Unit price
- B. **Answer: B**
- C.
- D.

Question: 14

Which Salesforce Object needs to be edited in the Object Manager to edit Bundle-Specific Field Sets?

- A. Product
- B. Quotes
- C. Product Options

Answer: C

Question: 15

Of the records inside of a bundle, which one is described here: "a group of options."

- A. Bundle Parent
- B. Features
- C. Option Constraints
- D. Configurations

Answer: B

Question: 16

Which of the following is not a Product Rule?

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

Answer: C

Question: 17

When selling to value using CPQ, a company elevates into what position?

- A. Thought Leader
- B. Stockholder
- C. Advisor

Answer: C

Question: 18

Which pricing field is described here: "Result of distributor discount, set manually or through automation."

- A. Regular Price
- B. Net Price
- C. Original Price
- D. Customer Price

Answer: B

Question: 19

True or False? If your quote line editor shows a field above your quote line list, you can edit that field and then save or calculate the quote to apply the field across all your quote lines.

- A. FALSE
- B. TRUE

Answer: B

Question: 20

Of the following three levels of a quote, which one is the most generic?

- A. Quote Line
- B. Quote Line Group
- C. Quote

Answer: C

Question: 21

What is true about using the Salesforce CPQ Pricing Calculator to add up the prices?

- A. They will require manual calculation.
- B. They will be automatically updated and correct at all times
- C. They will only be calculated once.

Answer: B

Question: 22

True or False? It's possible that a quote can have out-of-date contracted prices because the quote lines were created before the expiration date.

- A. FALSE
- B. TRUE

Answer: B

Question: 23

True or False? Only one order can be generated per quote

- A. TRUE
- B. FALSE

Answer: B

Question: 24

What Standard Quote Process Field is described here: "Looks up to a custom Visualforce page that sets bundle options to true or false."

- A. Default
- B. Product Configuration Initializer
- C. Guided Only

D. Auto Select Product?

Answer: B

Question: 25

Of the records inside of a bundle, which one is described here: "control how users select options together."

A. Features Configurations Option Constraints Bundle Parent

B. **Answer: C**

C.

D. **Question: 26**

Can a Quote be broken into several Order records?

A. Yes

B. No

Answer: A

Question: 27

Which pricing field is described here: Result of manually editable discounts

A. Customer Price Net Price Regular Price List Price

B. **Answer: A**

C.

D. **Question: 28**

Which type of CPQ Quote Template Layout item is should be used to achieve this: "Select this option for any combination of dynamic fields, such as merge fields or formatted text (bold, bullets, and so on)."

A. Custom

B. Line Items

C. HTML

D. Quote Terms: Template Bottom/Top

Answer: C

Question: 29

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 Rules B. Approval chain C. Smart Approvals

Answer: A

Question: 30

Which pricing field is described here: "Price book price, block price, percent of total price, or option price

override"

- A. List Price
- B. Special Price
- C. Regular Price
- D. Customer Price

Answer: A

Question: 31

Can Quote Terms be dynamically generated from a Quote?

- A. Yes
- B. No

Answer: A

Question: 32

Will the Start and End Dates field be stored in an Order Product record?

- A. No
- B. Yes

Answer: B

Question: 33

If a representative was selling a bundle of hardware, what type of rule would prevent them from combining it with service for software?

- A. Alert Rule
- B. Workflow Rule
- C. Validation Rule

Answer: C

Question: 34

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 n/a Add Always
- B. **Answer: C**
- C.
- D.

Question: 35

When you contract an Opportunity or Order, your subscriptions inherit all but one of the following field values from their subscription product quote lines or order products. Pick the wrong one.

- A. Quantity
- B. Net Price
- C. List Price
- D. Discount
- E. Amount

Answer: D

Question: 36

To which field in the CPQ is the Contract Line Item item mapped to?

- A. Invoice Line
- B. Order
- C. Quote Line

Answer: C

Question: 37

True or False? CPQ Orders are not a standard feature in CPQ-Enabled Orgs that needs to be enabled

- A. FALSE
- B. TRUE

Answer: B

Question: 38

True or False? Selection rules let you regulate the activity of users that have access to CPQ

- A. FALSE
- B. TRUE

Answer: A

Question: 39

True or False? Standard fields can't be mapped between objects using CPQ functionality.

- A. TRUE
- B. FALSE

Answer: A

Question: 40

True or False? The quote template record contains several fields that let you control how page numbers appear on PDF quote document pages.

- A. TRUE
- B. FALSE

Answer: A

Question: 41

In which step of the CPQ three step structure will this event take place: "The Prices of all selected products are added up."

- A. Price
- B. Quote
- C. Configure

Answer: A

Question: 42

Which component of a guided selling process is described here: "use this feature if you want to create a complex guided selling prompt that guides users down several paths based on their needs."

- A. Quote Process
- B. Process Inputs
- C. Proces Input Conditions

Answer: C

Question: 43

How do optional quote lines participate in the quoting process?

- A. They are include in percent of total calculations.
- B. They appear on proposal documents for information purposes only
- C. They count toward the opportunity amount.
- D. They Increase the quote total.

Answer: B

Question: 44

Which feature of advanced approvals is defined here: "If a certain approver is no longer required to approve quotes, they can be replaced with clicks. This eliminates the need to delve into every single

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approval process the old approver was a part of to manually replace them."

- A. Smart Approvals
- B. Delegated Approvers Replacing Approvers Requiring Approvals
- C. **Answer: C**
- D.

Question: 45

Which component of a guided selling process is described here: "This object defines how the prompt appears and how it adds items based on user input."

- A. Quote Process
- B. Process Inputs
- C. Proces Input Conditions

Answer: A

Question: 46

A guided-selling process contains all of the following components but one, which?

- A. Screen Component
- B. Quote Process
- C. Proces Input Conditions
- D. Process Inputs

Answer: A

Question: 47

True or False? When you translate a record, you define the text fields' translated values only for that record.

- A. TRUE
- B. FALSE

Answer: A

Question: 48

Which of the following statements is true about amending a bundle?

- A. Bundles can't be configured on amendment quotes B. Bundles never contain subscription products.
- C. Bundle rules and constraints still apply.

Answer: C

Question: 49

Of the following details, which is NOT gathered in a CPQ Order?

- A. Lookup to Lead B. Shipping Address C. Billing Address D. Lookup to Account **Answer: A**

Question: 50

True or False? The quote line editor lets you view all your quote lines and apply changes across the entire quote or to individual lines.

- A. TRUE
- B. FALSE

Answer: A

Question: 51

True or False? When an approval rule runs, Advanced Approvals also makes an approval record and each approver who received an approval request is given access to that singular record.

- A. FALSE
- B. TRUE

Answer: A

Question: 52

True or False? Salesforce CPQ does not create contracts as background processes by default, this is an option that has to be enabled by contacting Salesforce Support.

- A. FALSE
- B. TRUE

Answer: A

Question: 53

Can more than one Order be generated per Quote?

- A. No
- B. Yes

Answer: B

Question: 54

True or False? Salesforce CPQ automatically creates an amendment Order and an amendment quote

- A. FALSE
- B. TRUE

Answer: A

Question: 55

True or False? You can transform legacy data into CPQ objects in order to support Renewals and Amendments in an existing org.

- A. TRUE
- B. FALSE

Answer: A

Question: 56

What's the easiest way for a sales team to create a technically viable quote?

- A. Configuring a Bundle with error prevention logic.
- B. Create a Validation Rule
- C. Maintain a direct contact with Product Management

Answer: A

Question: 57

Which of the following configuration attributes is the correct one to use in this use case: "Apply the configuration attribute's value to all matching fields in your bundle's product options."

- A. Auto-Select
- B. Apply to Product Options
- C. Required
- D. Column Order
- E. Hidden
- F. Apply Immediately

Answer: B

Question: 58

Can Visualforce Pages be used in emails sent to approvers when using the Advanced Approvals CPQ Package?

- A. No
- B. Yes

Answer: B

Question: 59

Which Renewal Model should be used in the following use case: "You sell many subscription products

and want to keep detailed records of their start and end dates."

- A. Asset-based
- B. Contract-based

Answer: B

Question: 60

Which CPQ Setting regulated the following: "include more than 400 products in product bundles."

- A. Enable Large Configurations
- B. Plug-in Package settings
- C. Line Editor Package Settings
- D. CPQ Order Package Settings

Answer: A

Question: 61

Which type of Price or Discount is described here: "the unit price after all discounts are applied"

- A. Prorate Multiplier Option Discounts Customer Unit price Net Unit Price
- B. **Answer: D**
- C.
- D.

Question: 62

Which of the CPQ Product Fields is described here: "Determines how quote lines for this product are converted to assets."

- A. Default Quantity
- B. Exclude from Opportunity
- C. Hidden
- D. Asset Conversion
- E. Customer Community Availability
- F. Dynamic Pricing Constraint

Answer: D

Question: 63

Salesforce can generate quotes in which format(s)?

- A. Microsoft Word .doc
- B. PDFs
- C. Both
- D. Neither

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Answer: C

Question: 64

Why is the concept of time so important for a quoting solution?

- A. Deal ramps
- B. Reliable service Delivery
- C. Both

Answer: C

Question: 65

Which type of bundle is defined here: "These bundles always have the same products together, in the same quantities, with no changes allowed."

- A. Nested Bundle
- B. Static Bundle
- C. Configurable Bundle

Answer: B

Question: 66

Of the following details, which is NOT gathered in a CPQ Order?

- A. Status
- B. Start / End Date of Service Provided
- C. Total Amount
- D. Lookup to Opportunity

Answer: D

Question: 67

Can the Quote Line Editor be used to add Quote Line item Groups to a Quote?

- A. No
- B. Yes

Answer: B

Question: 68

Which of the following is not a content layout that can be selected while creating Quote templates?

- A. HTML
- B. Quote Terms: Template Bottom / Top
- C. Text
- D. Custom

E. Line Items

Answer: C

Question: 69

Which of the CPQ Product Fields is described here: "Excludes this product from appearing on the quote PDF."

- A. Configuration Form Title
- B. Configuration Type
- C. Hidden
- D. Compound Discount
- E. Configuration Fields

Answer: C

Question: 70

Which of the CPQ Product Fields is described here: "Title of the configuration form rendered from specified configuration fields."

- A. Configuration Form Title
- B. Component
- C. Block Pricing Field
- D. Compound Discount
- E. Asset Conversion
- F. Batch Quantity

Answer: A

Question: 71

Which CPQ Setting regulated the following: "manage the creation, distribution, and storage of CPQ quote documents."

- A. Document Package Settings
- B. Plug-in Package settings
- C. Group Package Settings Line
- D. Editor Package Settings

Answer: A

Question: 72

When there is more than one MDQ (Multi-Dimensional Quoting) segment, which field controls the length of the first segment?

- A. Subscription Term
- B. Uplift
- C. First Segment Term End Date

D. Start Date

Answer: C

Question: 73

Must Orders be used, or can some orgs skip the order creation process and go straight from Quote to Contract?

A. Order step cannot be skipped B. Order step can be skipped.

Answer: B

Question: 74

True or False? Salesforce CPQ saves Quote records as PDFs by default.

A. TRUE

B. FALSE

Answer: A

Question: 75

Which of the following is not a default Quote Process Field?

- A. Initializing Process
- B. Guided Only
- C. Default
- D. Auto Select Product?

Answer: A

Question: 76

Can the layout of the different quote components be edited?

A. No

B. Yes

Answer: B

Question: 77

Which type of bundle is defined here: "This bundle can be customized to your liking, with some limits to prevent impossible configurations."

- A. Nested Bundle
- B. Configurable Bundle
- C. Static Bundle

Answer: B

Question: 78

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

- A. No
- B. Yes

Answer: B

Question: 79

Which Renewal Model should be used in the following use case: "You don't sell subscription products or you use only percent of total products to represent your subscription products."

- A. Asset-based
- B. Contract-based

Answer: A

Question: 80

Will the Lookup to Opportunity field be stored in an Order Product record?

- A. No
- B. Yes

Answer: A

Question: 81

Which of the CPQ Product Fields is described here: "Field used to calculate block pricing"

- A. Asset Conversion
- B. Customer Community Availability
- C. Hidden
- D. Exclude from Opportunity
- E. Block Pricing Field
- F. Dynamic Pricing Constraint

Answer: E

Question: 82

In which step of the CPQ three step structure will this event take place: "A PDF documenting the purchase of products and their prices is generated."

- A. Price
- B. Quote
- C. Configure

Answer: B

Question: 83

Which of the following configuration attributes is the correct one to use in this use case: "If your bundle contains multiple configuration attributes, you can organize them into columns."

- A. Required
- B. Apply to Product Options
- C. Auto-Select
- D. Column Order
- E. Apply Immediately
- F. Hidden

Answer: D

Question: 84

Can the Advanced Approvals CPQ Package be used to submit for approval records that meet certain conditions?

- A. Yes
- B. No

Answer: A

Question: 85

Which CPQ tool allows users to view all quote lines and apply changes across the entire quote or to individual lines?

- A. Quote Manager
- B. Quote Line Editor
- C. CPQ Setup

Answer: B

Question: 86

Each Order Product must have a Lookup field which relates it to which of the following?

- A. A Contract
- B. A Work Order
- C. A Bundle
- D. A Product

Answer: D

Question: 87

Of the records inside of a bundle, which one is described here: "A field and picklist shown above or below the list of product options."

- A. Bundle Parent
- B. Option Constraints

- C. Features
- D. Configurations

Answer: D

Question: 88

When using ApplyAdditionalDiscountLast_c, which field is synchronized to the Opportunity Product?

- A. Special Price
- B. Original Price
- C. Customer Price
- D. List Price

Answer: C

Question: 89

Which component of a guided selling process is described here: "These records are the questions and possible answers that the guided selling prompt shows"

- A. Quote Process
- B. Process Inputs
- C. Proces Input Conditions

Answer: B

Question: 90

Which key feature of Advanced Order Management is described here: "Seamlessly generate orders from quotes to quickly get products and services delivered to your customers."

- A. Flexible for Evolving Customer Needs
- B. 360-Degree View of the Customer
- C. Fulfill Orders Faster
- D. Con nect to Back Office

Answer: C

Question: 91

Which checkbox in a Quote must be clicked to automatically generate Orders?

- A. Quote Line Creation
- B. Order List
- C. Quote Breakdown
- D. Ordered

Answer: D

Question: 92

What can be used to send an approval to several approvers simultaneously?

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

Answer: A

Question: 93

Which of the CPQ Product Fields is described here: "Specifies constraints on dynamically-calculated pricing."

- A. Configuration Fields
- B. Configuration Form Title
- C. Configuration Type Dynamic
- D. Pricing Constraint

Answer: D

Question: 94

Which quote line price field represents the result of option discounts?

- A. Original Price
- B. Special Price
- C. List Price
- D. Customer Price

Answer: B

Question: 95

True or False? The configuration attribute field Default Object targets a quote group.

- A. TRUE
- B. FALSE

Answer: A

Question: 96

Which quote-line field is used to store the result of cost plus markup calculations?

- A. Customer Price
- B. Special Price
- C. Original Price
- D. Regular Price

AB

Question: 97

True or False? Bundles can't contain both products with a subscription type of Evergreen and products with a subscription type of Renewable.

- A. TRUE
- B. FALSE

Answer: A

Question: 98

Is the e-signature on Quotes a native solution?

- A. Yes, but it must be enabled.
- B. No
- C. Yes, it is enabled by default.

Answer: B

Question: 99

Can Subscription Records be used with products related to Orders?

- A. Yes
- B. No

Answer: A

Question: 100

Which of the CPQ Product Fields is described here: "Indicates that this product should be excluded from transfer to the Opportunity."

- A. Configuration Fields
- B. Exclude from Opportunity
- C. Configuration Form Title
- D. Configuration Type

Answer: B

Question: 101

Which CPQ Setting regulated the following: "integrate Salesforce CPQ with optional plug-ins that expand CPQ features."

- A. Group Package Settings
- B. Pricing and Calculation Package Settings
- C. Plug-in Package settings
- D. Line Editor Package Settings

AC

Question: 102

To transform legacy data into CPQ objects to support renewals and Amendments, which type or renewal method will be required?

- A. Contract-based
- B. Asset-based
- C. Opportunity-based

Answer: A

Question: 103

Which of the CPQ Product Fields is described here: "Quantity in one batch for products sold in batches."

- A. Hidden
- B. Asset Conversion
- C. Customer Community Availability
- D. Batch Quantity
- E. Exclude from Opportunity
- F. Dynamic Pricing Constraint

Answer: D

Question: 104

Which type of Price or Discount is described here: "The net price before partner discounts. Calculated by applying discretionary discounts to the regular unit price."

- A. Net Unit Price Prorate Multiplier Option Discounts Customer Unit price
- B. **Answer: D**
- C.
- D.

Question: 105

Of the records inside of a bundle, which one is described here: "These products in the bundle contribute to the bundle price. You can consider these children of the bundle parent."

- A. Features
- B. Configurations
- C. Options
- D. Option Constraints

Answer: C

Question: 106

True or False? The Renewal Model field gives you two ways to define how Salesforce CPQ tracks the

products you quote and sell on your account,

- A. FALSE
- B. TRUE

Answer: B

Question: 107

Which of the CPQ Product Fields is described here: "Controls whether cost for this product may be modified on individual quotes."

- A. Cost Schedule
- B. Hidden
- C. Cost Editable
- D. Customer Community Availability
- E. Batch Quantity

Answer: C

Question: 108

Which CPQ Setting regulated the following: "manage the creation of CPQ orders."

- A. CPQ Order Package Settings
- B. Pricing and Calculation Package Settings
- C. Plug-in Package settings
- D. Line Editor Package Settings
- E. Group Package Settings

Answer: A

Question: 109

Which property of the special field Prorate Amount Discount is required for it to function properly?

- A. IT must be editable to a user.
- B. It must be a checkbox data Type C. It must have a specific name.

Answer: C

Question: 110

True or False? Selection rules cannot be used in nested bundles

- A. TRUE
- B. FALSE

Answer: B

Which key feature of Advanced Order Management is described here: "Sync order details to ERP for order fulfillment."

- A. 360-Degree View of the Customer Connect to Back Office
- B. Flexible for Evolving Customer Needs Fulfill Orders Faster
- C. **Answer: B**
- D.

Question: 112

What is described here: "This item can be used to control the formatting and organization of your quote document."

- A. Order Blocks
- B. Dynamic Quote Content Quote Structures
- C. CPQ Templates
- D. **Answer: D**

Question: 113

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

- A. No
- B. Yes

Answer: B

Question: 114

True or False? Salesforce CPQ maps from opportunity products to quote lines only for standalone products and only when opportunity products have been created before a sales rep creates the opportunity's first primary quote.

- A. TRUE
- B. FALSE

Answer: A

Question: 115

Can assets in an account or opportunity be amended using an Amend action in Salesforce CPQ?

- A. No
- B. Yes

Answer: B

Price book price describes which pricing field?

- A. Customer Price
- B. Special Price Original Price Regular Price List Price
- C. **Answer: C**
- D.
- E.

Question: 117

How will products grouped together using the CPQ Quote Line Editor be displayed?

- A. List
- B. Report
- C. Dropdown

Answer: C

Question: 118

True or False? Bundles can only contain products with a subscription type of Evergreen and products with a subscription type of Renewable.

- A. TRUE
- B. FALSE

Answer: B

Question: 119

Which pricing field is described here: "Result of volume-based discounts."

- A. Regular Price B. Customer Price
- C. List Price
- D. Net Price

Answer: A

Question: 120

True or False? Salesforce CPQ will automatically create contracts for quotes even if they contain only optional products.

- A. FALSE
- B. TRUE

Answer: A

True or False? A feature-level field set overrides a product-level field set

- A. TRUE
- B. FALSE

Answer: A

Question: 122

True or False? Although Salesforce CPQ doesn't support changing the price of existing subscriptions, you can use new or discounted prices for new subscriptions.

- A. TRUE
- B. FALSE

Answer: A

Question: 123

What can be used in nested bundles to expand the scope of options Salesforce CPQ considers when evaluating options in the configurator?

- A. Product Actions
- B. Workflow Rules
- C. Selection Rules
- D. Bundles

Answer: C

Question: 124

What can be used to streamline the approval resubmission process for your sales reps using a approval conditions?

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

Answer: B

Question: 125

True or False? Following CPQ good practice, the Amend Assets button should be use with accounts even if they do not have an asset-based renewal model.

- A. TRUE
- B. FALSE

Answer: B

Question: 126

Which of the following configuration attributes is the correct one to use in this use case: "Hide the configuration attribute from the configurator UI."

- A. Auto-Select
- B. Hidden
- C. Column Order
- D. Apply to Product Options
- E. Apply Immediately
- F. Required

Answer: B

Question: 127

Can Sections be dynamically generated from a Quote?

- A. Yes
- B. No

Answer: A

Question: 128

Which of the following is not tracked in the a contract record?

- A. Amendment Settings
- B. Renewal Settings Account Settings Quantity
- C. **Answer: C**
- D.

Question: 129

Which of these is a key feature of how time is built into Salesforce CPQ?

- A. Tracking quote build times for ROI
- B. Calendring
- C. Automated Renewal Opportunities

Answer: C

Question: 130

Which of the following is not tracked in the a contract record?

- A. End Date
- B. Amount
- C. Start Date
- D. Quantity

Answer: B

Question: 131

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

- A. TRUE
 - B. FALSE
- Answer: B**

Question: 132

True or False? Salesforce CPQ supports changing the price of existing subscriptions, to allow users to amend currently running subscriptions, simply by updating the Price field.

- A. TRUE
 - B. FALSE
- Answer: B**

Question: 133

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: 134

To which field in the CPQ is the Product item mapped to?

- A. Invoice Line
 - B. Quote Line
 - C. Order
- Answer: B**

Question: 135

True or False? Certain pairs of CPQ objects pass custom field values from the first object to the second object when the second object is created.

- A. FALSE
 - B. TRUE
- Answer: B**

Question: 136

True or False? When your price rule meets its conditions, the rule applies its price actions to a target field.

- A. FALSE
- B. TRUE

Answer: B

Question: 137

Templates can be used to structure the Line items on a quote and represent them using which of the following?

- A. Pages Rows Columns Sets
- B. **Answer: C**
- C.
- D.

Question: 138

What does the Quote line's Package Product Description show?

- A. A Description, long text field.
- B. A list of selected product options.
- C. A Picklist field to select product options

Answer: B

Question: 139

True or False? The Calendar Monthly + Daily method, and the Day With Calendar Month Weighted method only calculate correctly if your org is set up to use the CPQ Advanced Calculator.

- A. FALSE
- B. TRUE

Answer: B

Question: 140

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. Alert Selection Filter
- B. Validation
- C. **Answer: C**
- D.

Question: 141

What issue occurs if a product is missing a price book entry?

- A. The product cannot be added to a quote that uses the price book
- B. The product's price always starts at 0\$
- C. The sales rep must manually enter a price for the product.
- D. A price is randomly generated for the product.

Answer: A

Question: 142

True or False? Price Rules do not affect the price of a product displayed on a quote

- A. FALSE
- B. TRUE

Answer: A

Question: 143

True or False? After you create your template objects, you can define additional template layout settings, provide translations, and then generate your quote document.

- A. TRUE
- B. FALSE

Answer: A

Question: 144

Which CPQ Setting regulated the following: "manage the creation and maintenance of quotes throughout Salesforce CPQ."

- A. Group Package Settings
- B. CPQ Quote Package Settings Plug-in Package settings
- C. Line Editor Package Settings
- D. Answer: B

Question: 146

True or False? Subscription records contain information about subscription products on opportunities or orders that you've contracted.

- A. TRUE
- B. FALSE

Answer: A

Question: 147

True or False? When a sales rep creates a quote, each product the rep adds gets its own quote line

- A. FALSE
- B. TRUE

Answer: B

Question: 148

Under the context of CPQ, what is an Order?

- A. A promise by a company to provide specific goods or services to a customer, at an agreed time and price
- B. A Field Service Appointment to perform a given job.

Answer: A

Question: 149

Which CPQ Setting regulated the following: "manage price calculation on CPQ quotes."

- A. Pricing and Calculation Package Settings
- B. Line Editor Package Settings
- C. Group Package Settings
- D. Plug-in Package settings

Answer: A

Question: 150

Which business team is affected by modern CPQ?

- A. Marketing
- B. IT
- C. Service

Answer: C