Salesforce

Revenue-Cloud-Consultant
Salesforce Revenue Cloud Consultant Accredited Professional

Questions And Answers PDF Format:

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Version = **Product**

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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