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QUESTION 1

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

A. {!Text.VariableName}

B. {$Data.VariableName}

C. {!Data.VariableName}

D. {$Text.VariableName}

Correct Answer: A

QUESTION 2

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big.

What should the Admin do to resize the image and to maximize image quality?

A. Wrap the image in a span tag and resize using CSS.

B. Add HTML height and width attributes in the img tag."

C. Resize in an image editor outside of Salesforce.

D. Use inline CSS height and width properties in the img tag.

Correct Answer: C

QUESTION 3

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

A. An Order without Order Products is created.

B. A second Order is generated with the remaining Quote Lines.

C. An error is thrown informing the user an order already exists.

D. The existing Order is updated with the remaining Quote Lines.

Correct Answer: D

QUESTION 4

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step? Choose 2 answers

A. All group members must approve.

B. Any group member may approve.

C. Approval must be obtained from one group member at a time.

D. Smart Approvals can exclude group members below the approval threshold.

Correct Answer: AC

QUESTION 5

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

A. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.

B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.

C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.

D. Create a custom Page Layout and add the custom Contract Name field to the layout.

Correct Answer: D

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