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SalesForce

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Certified CPQ Specialist



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Question: 203

The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the Calculator?

- A. Revoke the Advanced Calculator and re-authorize the Calculation Service.
- B. Re-execute the Post Install Script in Package Settings to ensure the Calculator Referenced Fields are up-to-date.
- C. Rename the custom field label, then recreate the Price Action to reference the new field label.
- D. The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.

Answer: C

Explanation:

Reference: https://help.salesforce.com/articleView?id=000313938&language=en_US&type=1&mode=1

Question: 204

Universal Containers requires sales reps to choose a Square Footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- B. Create a Twin Field of the Square Footage field on the Quote Line object.
- C. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- D. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

Answer: D

Question: 205

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes. Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Option Constraints

- B. Product Options
- C. Product Features
- D. Configuration Attributes

Answer: D

Question: 206

At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appear on one contract.

What are two ways the CPQ Specialist can meet these requirements? (Choose two.)

- A. Set package Contracting Method to Single Contract.
- B. Set Order Product Date to Today when the record is created using Process Builder.
- C. Set package Default Order Start Date to Today.
- D. Set Contracting Method on the Order to Single Contract.

Answer: CD

Explanation:

Reference:

https://help.salesforce.com/articleView?id=cpq_order_date_logic.htm&type=5

https://help.salesforce.com/articleView?id=cpq_order_contracting_methods.htm&type=5

Question: 207

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. Management has asked the Admin to streamline the Quote Line Editor so calculations occur automatically after each change is made.

What Managed Package setting should the Admin enable to meet this requirement?

- A. Enable Quick Calculate
- B. Calculate Immediately
- C. Use Inactive Prices
- D. Use Legacy Calculator

Answer: B

Question: 208

Universal Containers sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? (Choose two.)

- A. Pricing Method set to List and Subscription Pricing set to Percent of Total
- B. Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- C. Pricing Method set to Percent of Total and Subscription Pricing blank
- D. Pricing Method set to Custom and Subscription Pricing set to Custom

Answer: AC

Question: 209

Universal Containers (UC) sells Product A with a tiered pricing model using a Discount Schedule with three discount tiers. UC signed an agreement with a client, ACME Tools, that gives the client a 50% discount on Product A with a flat rate for the next calendar year, overriding the current Discount Schedule.

Which set of actions would meet these requirements?

- A. Create a Product Rule that clears the Discount Schedule and injects 50% into the Additional Discount field on the Quote Lines for Product A when the Account associated with the Quote is ACME Tools.
- B. Create a Price Rule that applies the 50% discount to the List Price and inserts it into the Customer Price field on the Quote Line when the Account associated with the Quote is ACME Tools.
- C. Create a Discount Schedule with a single Discount Tier at 0% discount and associate it with a Contacted Price giving 50% discount to Product A on the ACME Tools Account record.
- D. Create a Price Book specific to ACME Tools with a Price Book entry at half the price for Product A and a Workflow Rule that assigns this Price Book to all Opportunities for ACME Tools.

Answer: C

Question: 210

The Admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The Admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quotes Lines for Product A, the item the customer purchased previously?

- A. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.
- B. Create a Summary Variable summing the quantity of the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.
- C. Create a Summary Variable summing the quantity of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- D. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.

Answer: A

Question: 211

Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line.

Which property must be present on the additional Quote Line to create a Subscribed Asset at the time of Contract generation?

- A. Subscription Pricing equals Percent Of Total
- B. Package equals True
- C. Pricing Method equals Percent of Total
- D. Bundled equals True

Answer: A

Explanation:

Reference: https://help.salesforce.com/articleView?id=cpq_percent_of_total.htm&type=5

Question: 212

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the Admin set up these requirements for the users?

- A. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for Support.
- B. Set Max Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- C. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- D. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for Support.

Answer: C

Question: 213

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

- A. — The Product's Subscription Type = Renewable
— The Contract's Renewal Forecast = False
— The Contract's Renewal Quoted = True
- B. — The Product's Subscription Type = Renewable
— The Contract's Renewal Forecast = False
— The Contract's Renewal Quoted = False
- C. — The Product's Subscription Type = Renewable
— The Contract's Renewal Forecast = True
— The Contract's Renewal Quoted = False
- D. — The Product's Subscription Type = Renewable
— The Contract's Renewal Forecast = True
— The Contract's Renewal Quoted = True

Answer: B

Question: 214

Universal Containers uses over 45,000 different Container Product records with CPQ. When a sales rep views the Add Products page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ Specialist enable this functionality from the Salesforce CPQ managed package configuration settings?

- A. Add the Product Family field to the Search Results Field Set on the Product object.
- B. Check the Solution Groups Enabled checkbox, set Object to Quote Line and set Name Field to Product Family.
- C. Select Product Family in the Product Search Plugin field in Plugins.
- D. Select Product Family in the Product Results Group Field Name field in Additional Settings.

Answer: D

Question: 215

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

- A. Set Option Layout to Tabs on the Product.
- B. Set and choose a Category on the Feature.
- C. Set Option Layout to Tabs on the Feature.
- D. Set and choose a Group on the Feature.

Answer: C

Explanation:

Reference: https://help.salesforce.com/articleView?id=cpq_config_layout_options.htm&type=5

Question: 216

The EditLinesFieldSetName special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

- A. The Quote fields that may be edited.
- B. The fields that trigger a calculation event to occur.
- C. The Quote Line fields that are visible.
- D. The fields that appear in the Quote Line Drawer.

Answer: C

Question: 217

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. Renewal Quote Line values are automatically mapped from original Quote Lines.
- B. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.
- C. A custom formula field should look up through the SBQQ_Source_c Quote Line lookup to the original Quote Line.
- D. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

Answer: B



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