

Salesforce.Pre.Certified CPQ Specialist .50q - DEMO

Number: Salesforce
Passing Score: 800
Time Limit: 120 min



Exam Code: Certified CPQ Specialist
Exam Name: Certified CPQ Specialist
Certification Provider: Salesforce
Corresponding Certification: Salesforce Certified CPQ Specialist



Exam A**QUESTION 1**

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price. Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term Unit: MonthSubscription Prorate Precision: Month
- B. Subscription Term Unit: DaySubscription Prorate Precision: Day
- C. Subscription Term Unit: Month
Subscription Prorate Precision: Monthly + Daily
- D. Subscription Term Unit: MonthSubscription Prorate Precision: Day

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 2

A customer is implementing CPQ to support two languages. Which two portions of text can be translated using the Salesforce CPQ Localization object? (Choose two.)

- A. The Feature Name field on the Configure Products page
- B. HTML Template Content in the Quote document
- C. Picklist values in the Product Family field on the Product object
- D. Configuration Attribute picklist values

Correct Answer: AB

Section: (none)

Explanation

Explanation/Reference:

QUESTION 3

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based on the Start Dates. How can a CPQ Specialist meet this business requirement?

- A. Set both the Order by Quote Line Group and Ordered checkboxes to True.
- B. Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- C. Separate Quotes must be created for each unique Start Date.
- D. Set the Order By picklist on the Quote to SBQQ_StartDate_c, and the Ordered checkbox to True.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 4

Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product. How can the Admin meet this requirement?

- A. Delete the Product so it is unavailable for new business Quotes.
- B. Create a new renewal Product, then link it to the end-of-life Product by using the Renewal Product lookup.
- C. Deactivate the Product since CPQ allows inactive Products to be renewed.
- D. Create an end-of-life checkbox on the Product, then create a Search Filter to exclude any Product marked end-of-life from Product Selection.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 5

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered. Which two steps must the Admin perform to automatically split these types of Orders? (Choose two.)

- A. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- B. Enable Allow Multiple Orders from a checkbox on the Quote.
- C. Set the Order By field on the Quote Line to Product Family.
- D. Set the Order By field on the Quote to Product Family.

Correct Answer: AC
Section: (none)
Explanation

Explanation/Reference:

QUESTION 6

Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line. Which approach should the CPQ Specialist recommend to meet this business requirement?

- A. A Process Builder on the Quote Line to update the picklist field
- B. A Price Rule with the Calculation Event of On Initialization to update the picklist field
- C. A Price Rule with the Calculation Event of After Calculate to update the picklist field
- D. A Workflow Rule and field update on the Quote Line to update the picklist field

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

QUESTION 7

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote. How can the Admin configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Sort Order as the only null Sort Order of any Product.
- B. Set the Product Code as the first alphabetically of any Product's Product Code.
- C. Set the Product's Product Code as the only null Product Code of any Product.
- D. Set the Sort Order as the lowest numerical value of any Product's Sort Order.

Correct Answer: D
Section: (none)
Explanation

Explanation/Reference:

QUESTION 8

Universal Containers has a customer account with specific pricing. Which two individual actions could the Admin take to set up a Contracted Price for this customer? (Choose two.)

- A. Populate the Generate Contracted Price field on a Quote record.
- B. Generate a Contracted Price via the Contracted checkbox on the Quote record.
- C. Add a Partner to the Partner field on the Quote record.
- D. Create a Contracted Price record related to an Account record.

Correct Answer: AB

Section: (none)

Explanation

Explanation/Reference:

QUESTION 9

An Admin has pasted the Salesforce ID of an image into the Watermark ID field of a Quote Template, but the watermark image is absent from the rendered Document. What is preventing the watermark from appearing?

- A. The Watermark Shown Quote field is unchecked.
- B. The image file type is PNG.
- C. The Opportunity's Stage field is equal to Closed/Won.
- D. The Quote's Status field is equal to Approved.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 10

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as is, but want the ability to change the configuration if desired. What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- D. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 11

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field on its associated Quote Line. Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? (Choose two.)

- A. The Quote Line's Product has Pricing Method set to Block.
- B. The Quote Line's Product has Asset Conversion set to One Per Unit.
- C. There is a Price Rule that changes the Quote Line's Quantity on the After Calculate event.
- D. The Quote Line is on an amendment Quote and has a different Quantity from its original Quote Line.

Correct Answer: BD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 12

Universal Containers has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with: - A List Price of Included
- A Net Price of \$0 because it is included with the price of the bundle
How should the Admin set up the bundle to meet this requirement?

- A. Select the Required checkbox on the Product Options.
- B. Select the Selected checkbox on the Product Options.
- C. Select the Bundled checkbox on the Product Options.
- D. Set the Unit Price on the Product Options to be \$0.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 13

What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Templates, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions
- B. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions
- C. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- D. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 14

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales reps attach the brochure to each email sent. What should the Admin do to simplify this process?

- A. Add the PDF as a required Additional Document on the Quote Template.
- B. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- C. Create an HTML Template Content record for the PDF and include it in a Template Section.
- D. Upload the PDF into the Documents object folder named Output Attachments.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 15

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request. What should the Admin do to meet this requirement?

- A. Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to True and Approval Step to 1 for each rule, then add all rules to the same Approval Chain.
- B. Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.
- C. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the Unanimous checkbox to False on the Approver record.
- D. Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 16

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor. What should the Admin do to resolve this issue?

- A. Update the Custom Action Location to Left.
- B. Set a lower value in the Display Order field on the Custom Action record.
- C. Move the Clone and Delete actions into the Quote Line Editor drawers.
- D. Change the Actions Column Placement in package settings to Left.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 17

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, it is replaced with Premier Pro. What does the Admin need to do to support this business requirement?

- A. Set the Renewal Product field on the Premier Support Product record to Premier Pro.
- B. Set the Upgrade Target field on the Premier Support Product record to Premier Pro.
- C. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- D. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 18

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page. Which solution meets the business requirement without creating a separate Price Book?

- A. Create a Hidden Filter in Product Selection based on Profile.
- B. Create multiple bundles with validation Product Rules.
- C. Create a Filter Product Rule.
- D. Create a bundle with a Configuration Attribute.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 19

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote line Group. How should the Admin meet the business requirements?

- A. Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.
- B. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- C. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.
- D. Create a Validation Rule that prevents an Order Product from being created on an Order representing the wrong milestone.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 20

Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced as Percent Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- A. Set the maintenance product Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- B. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- C. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- D. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 21

Universal Containers has two products:

- C-STOR-L, which is a Large Storage Container.
- C-LID-L, which is a Lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The Admin wants to create an Option Constraint.

What field should C-LID-L be stored in to meet this requirement?

- A. Selected Option
- B. Dependent Option
- C. Constrained Option
- D. Required for Option

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 22

Given a customer's tiered pricing model, an Admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the Admin configure the Discount Schedule to meet this requirement?

- A. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- C. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.
- D. Set the Discount Unit to Amount, create a custom Override_Amount_c field on the Edit Tiers page, select the User Defined checkbox, and then choose All from the Override Behavior picklist.

Correct Answer: D

Section: (none)

Explanation**Explanation/Reference:****QUESTION 23**

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions. Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

The Admin has created and populated a custom Region field on the Product object.

Which two steps should the Admin take to meet the business requirement? (Choose two.)

- A. Add a Search Filter to the Add Products Custom Action to filter Products based on the current user.
- B. Create a single Price Book with all Products. Share the Price Book with all users.
- C. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- D. Use Product rules to hide Products from some sales reps.

Correct Answer: CD

Section: (none)

Explanation**Explanation/Reference:****QUESTION 24**

An Admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up to correctly map between Quote Lines and Product Options.

Which setup will ensure this condition is met?

- A. On the child options, Apply Immediately is False and Apply Immediately Context is Always.
- B. On the bundled parent, Apply to Product Options is False.
- C. On the Configuration Attribute, Apply to Product Options is False.
- D. On the Configuration Attribute, Auto-Select is False.

Correct Answer: B

Section: (none)

Explanation**Explanation/Reference:****QUESTION 25**

Universal Containers wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level.

Which two steps should the Admin take to fulfill this requirement? (Choose two.)

- A. Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.
- B. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.
- C. Add Additional Disc. to the Line Editor Field Set on the Quote Line object.
- D. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.

Correct Answer: AB

Section: (none)

Explanation**Explanation/Reference:****QUESTION 26**

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 custom 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 Page Layout and add the custom Contract Name field to the layout.
- B. Create a custom Field Set on Contract and add the custom Contract Name fields to the Field Set.
- C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- D. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 27

The Admin at Universal Containers wants to add some Maintenance and some Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products.

How should the Admin set up the bundle to meet both requirements?

- A. Create two Product Features: Maintenance and Support. The maintenance Feature will always display first, due to alphabetical ordering.
- B. Create two Product Options: Maintenance and Support. The Support Option should have a lower value in the Number field.
- C. Create two Product Features: Maintenance and Support. The Support Feature should have a lower value in the Number field.
- D. Create two Product Options: Maintenance and Support. The Maintenance Option will always display first, due to alphabetical ordering.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 28

Universal Containers has four Price Rules, each with differing Calculator Evaluation Events and Evaluation Orders.

Which rule will evaluate first?

- A. Rule C with Evaluation Order of 20, and Calculator Evaluation Event of Before Calculate
- B. Rule B with Evaluation Order of 20, and Calculator Evaluation Event of On Initialization
- C. Rule D with Evaluation Order of 5, and Calculator Evaluation Event of On Calculate
- D. Rule A with Evaluation Order of 10, and Calculator Evaluation Event of Before Calculate

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 29

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog. Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- B. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- C. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- D. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 30

An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with."
If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

- A. Sales reps can replace the text, but are unable to leave the required field blank.
- B. Sales reps can see the filter, but are unable to alter the filter text.
- C. Sales reps can change the operator from "starts with" to "contains."
- D. Sales reps can delete the text to ignore the filter.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 31

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options in the same level.
How should the Admin set this up?

- A. Set the Percent of Total Scope field on the Product Option record to a value of Components.
- B. Set the Percent of Total Scope field on the Product Option record to a value of Group.
- C. Set the Percent of Total Scope field on the Product Option record to a value of Package.
- D. Set the Percent of Total Category field on each Product in the bundle to the same value.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

QUESTION 32

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.
Which type of Product Rule should be used to meet this requirement?

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

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 33

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created.
Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.
What should the Admin configure to meet the requirement?

- A. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- B. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- C. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.
- D. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 34

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25 % of the Net Price of all Shipping Container products added to the Quote. When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page. What should the Admin do to allow the Standard Warranty product to create an Order Product?

- A. Set the Product Family picklist on the Standard Warranty product's Product record to Services.
- B. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- C. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- D. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 35

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

- The original Subscription
- The first amended Subscription
- The second amended Subscription

- A. 100, 80, 120
- B. 80, 0, 40
- C. 100, 20, 40
- D. 120, 20, 40

Correct Answer: C

Section: (none)

Explanation

Explanation/Reference:

QUESTION 36

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

- A. Any group member may approve.
- B. Approval must be obtained from one group member at a time.
- C. Smart Approvals can exclude group members below the approval threshold.
- D. All group members must approve.

Correct Answer: BD

Section: (none)

Explanation

Explanation/Reference:

QUESTION 37

If a manager is taking a leave of absence, how can the Admin using Advanced Approval ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- B. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- C. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- D. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.

Correct Answer: B

Section: (none)

Explanation

Explanation/Reference:

QUESTION 38

Universal Containers wants to automatically generate Contracted Prices for certain Products in its catalog across all Accounts whenever a Contract is created. Which field should the Admin adjust to ensure that the desired Products have Contracted Prices created for all Accounts?

- A. Set the Generate Contracted Prices field on the Quotes on these Accounts.
- B. Set the Generate Contracted Price picklist on the desired Product records.
- C. Set the Generate Contracted Prices field on the Opportunities on these Accounts.
- D. Set the Generate Contracted Price picklist on the desired Quote Lines before creation.

Correct Answer: A

Section: (none)

Explanation

Explanation/Reference:

VCEUp

QUESTION 39

Which three CPQ pricing functionalities contribute to Regular Unit Price during the price calculation sequence? (Choose three.)

- A. Prorate Multiplier
- B. Target Customer Amount
- C. Additional Discount Fields
- D. Contracted Price
- E. Discount Schedules

Correct Answer: BCE

Section: (none)

Explanation

Explanation/Reference:

QUESTION 40

Universal Containers requires its customers to commit to a new 12-month Contract Term whenever requests to modify the existing Contract are made. Which two steps should the Admin take to generate accurate Order records? (Choose two.)

- A. Amend the existing Contract and extend the End Date to 12 months from today. Process the Amendment using the normal Quote > Order > Contract flow.
- B. Renew the existing Contract, amend the Quote Start Date to today, and modify the Quote Lines to reflect a new 12-month term. Process the Renewal using the normal Quote > Order > Contract flow.
- C. Use the Evergreen Contract feature to permit existing Contracts to be extended beyond the original term.
- D. Amend the existing Contract, updating all Quote Line Quantities to zero, effectively canceling the Contract. Process the Amendment using the normal Quote > Order > Contract flow.

Correct Answer: CD

Section: (none)

Explanation**Explanation/Reference:****QUESTION 41**

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a Start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100.

What is the Prorated List Unit Price for the Quote Line?

- A. USD 118.31
- B. USD 116.67
- C. USD 125.00
- D. USD 100.00

Correct Answer: B

Section: (none)

Explanation**Explanation/Reference:****QUESTION 42**

Which two scenarios can be supported using Amendments? (Choose two.)

- A. Add new Products; co-terminate to existing Contract
- B. Change quantities of existing Products; maintain same discounts as original Quote
- C. Change quantities of existing Products; apply different discounts than original Quote
- D. Add new Products; use different End Date from existing Contract

Correct Answer: AB

Section: (none)

Explanation**Explanation/Reference:****QUESTION 43**

A sales rep notices on Opportunities that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline. Which three troubleshooting steps should the Admin take to resolve the issue? (Choose three.)

- A. Check the Quote's Primary checkbox for a value of False.
- B. Ensure the Quote's Account lookup is populated.
- C. Check the Quote's Primary checkbox for a value of True.
- D. Ensure the Opportunity's Primary Quote lookup is populated.
- E. Ensure the Quote's Opportunity lookup is populated.

Correct Answer: ABD

Section: (none)

Explanation**Explanation/Reference:****QUESTION 44**

Universal Containers (UC) sells a product that uses Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100. Which two steps should the Admin take to meet this requirement? (Choose two.)

- A. Set the product's Percent of Total Constraint field to List price is minimum.
- B. Set the Price Book Entry custom field Percent_of_Total_Target_c to \$100.
- C. Create a Price Book Entry of \$100 for the product.
- D. Create a Price Book Entry of \$0 for the product.

Correct Answer: AC

Section: (none)

Explanation

Explanation/Reference:

QUESTION 45

An Admin has created a validation Product Rule that must display an error message upon clicking Save if a Product Option is selected while a Configuration Attribute is set to a specific value. When the user chooses the Product Option, then sets the Configuration Attribute to the specific value, the error message appears before Save is clicked.

What can the Admin change on the Product Rule or Configuration Attribute to ensure the error message only appears upon clicking Save?

- A. Add a Product Rule Error Condition to check if Evaluation Action = Save.
- B. Change the Product Rule field Evaluation Event to Save.
- C. Change the Product Option field Apply Immediately to True.
- D. Change the Configuration Attribute field Apply Immediately to False.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

QUESTION 46

Universal Containers has a fixed bundle with selected Product Options. After selecting the bundle, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

- A. Set the bundle product record fields Configuration Type to Required and Configuration Event to Always.
- B. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add.
- C. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Always.
- D. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.

Correct Answer: D

Section: (none)

Explanation

Explanation/Reference:

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

QUESTION 47

Universal Containers (UC) sells containers in three sizes. The Admin has created a bundle product for the container with Product Options for different size lids. The Admin has also created a Configuration Attribute called Container Size with three different values. When a user selects a particular size container in the Configuration Attribute, only the lid for that size container should be available for selection. An Admin has created a lookup table to capture which Product Options are valid for each container size.

Which steps should the Admin take using a Product Rule to ensure only the lids of the correct size are sold with each container?

- A. Create a Product Rule of type Selection.
Create a Lookup Query which compares the Configuration Attribute value to the lookup table and selects the valid option.
- B. Create a Product Rule of type Selection.
Create a Lookup Query which compares the Configuration Attribute value to the lookup table to disable the invalid options.
- C. Create a Product Rule of type Validation.
Create a Lookup Query which compares the Configuration Attribute value to the lookup table and prevents the user from saving without selecting the valid option.
- D. Create a Product Rule of type Alert.
Create a Lookup Query which compares the Configuration Attribute value to the lookup table and warns the user from saving without selecting the valid option.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 48

An Admin wants to set up a bundle product so a user can view all available options and selected options by scrolling in a single page. Which updates should the Admin make to meet this requirement?

- A. Update Option Layout on the parent Product record to Wizard.
- B. Create Features related to the parent Product and assign each Feature the Option Selection Method of Dynamic.
- C. Update Option Layout on the parent Product record to Sections.
- D. Create Features related to the parent Product and assign all Options to one of the created Features.

Correct Answer: A
Section: (none)
Explanation

Explanation/Reference:

QUESTION 49

Bundle G contains various add-on options for the purpose of cross sales. Universal Containers (UC) wants to ensure that sales reps have the flexibility to increase the quantity of add-on options without re-configuring the bundle. Which two configurations should UC set to allow for this flexibility? (Choose two.)

- A. Set the Product Option Type to Related Product.
- B. Set the Product Option Type to Accessory.
- C. Set the Product to Quantity Editable = TRUE.
- D. Set the Product Option to Quantity Editable = TRUE.

Correct Answer: AD
Section: (none)
Explanation

Explanation/Reference:

QUESTION 50

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold. Sales reps should be unable to remove Product A. Which field should be set for the Product Option A?

- A. Required
- B. Selected
- C. Bundled
- D. Quantity Editable

Correct Answer: C
Section: (none)
Explanation

Explanation/Reference:

Reference: https://help.salesforce.com/articleView?id=000313944&language=en_US&type=1&mode=1