

Salesforce

Exam Questions CPQ-Specialist

Salesforce Certified CPQ Specialist (SP20)



NEW QUESTION 1

Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors' business units (child accounts). Product A has a product family of Storage and a list price of \$300. The parent account has a Contracted Price set to \$200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

- A. Set Ignore Parent Contracted Prices to true on the parent contracted price.
- B. Create a new contracted price for Product A on the business unit account with a price of \$300.
- C. Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.
- D. Set Ignore Parent Contracted Prices to true on the business unit account record.

Answer: BD

NEW QUESTION 2

The admin at Universal Containers has created a Configuration Attribute in a bundle that allows the end user to choose a picklist field value. A Price Rule has been created in the calculator that will set a discount based on the chosen picklist field value. This discount should be applied on the bundle Product and its Options.

- A. Ensure that Apply Immediately has been set to TRUE.
- B. Ensure that the Default Object field is set to Quote Line.
- C. Ensure that Apply to Product Options has been set to TRUE.
- D. Ensure that the Configuration Attribute's Feature field is set to Null.

Answer: C

NEW QUESTION 3

What is the correct order of data import to load Products and Product bundles in CPQ?

- A. Product Rules, Error Conditions, Configuration Rules, Product Action
- B. Product Features, Product, Product Options, Option Constraints
- C. Product, Product Features, Product Options, Option Constraints, Configuration Attributes
- D. Product Option, Product Feature, Product, Option Constraints, Configuration Attributes

Answer: D

NEW QUESTION 4

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.

The Product has been configured as such:

Percent Of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

(A). C:\Users\Admin\Desktop\Data\data\Untitled.jpg

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Scope	Net
Product Option	Percent of Total Base	Components

(B). C:\Users\Admin\Desktop\Data\data\Untitled.jpg

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Scope	Components
Product Options	Percent of Total Base	Customer

(C). C:\Users\Admin\Desktop\Data\data\Untitled.jpg

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Base	Customer
Product Options	Percent of Total Scope	Package

(D). C:\Users\Admin\Desktop\Data\data\Untitled.jpg

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Base	Net
Product Option	Percent of Total Scope	Components

- A. Option A
- B. Option B
- C. Option C
- D. Option D

Answer: C

NEW QUESTION 5

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50. The Admin decides to use a Price Rule targeting the Configurator to implement this price change. Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A. One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A".One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10.One Price Action to inject the value 50 into Unit Price field.
- B. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.One Price Action to inject the value 10 into the Quantity field
- C. One Price Action to inject the value 50 into the Unit Price field.
- D. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10One Price Action to inject the value 10 into the Quantity field
- E. One Price Action to inject the value 50 into the Unit Price field.
- F. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected One Price Condition using a Summary Variable summing up the quantity of Product A to verify that thisSummary Variable is greater than 10One Price Action to inject the value 50 into the Unit Price field.

Answer: A

NEW QUESTION 6

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Lower	Upper	Discount
First Level	1	11	10%
Second Level	11	21	25%
Third Level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. \$1,050.00
- B. \$1,725.00
- C. \$1,700.00
- D. \$1,575.00

Answer: C

NEW QUESTION 7

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

Answer: D

NEW QUESTION 8

Universal Containers (UC).utilizes bundles to sell hardware and related accessories together as a package. Several of the accessories are component-type Options, with quantities dependent on thehardware. UC wants to begin using split Orders to manage a fulfillment process, with Orders broken out based on when items are shipped to the customer.

What should UC consider before implementing split Orders ?

- A. The hardware bundle and component-type Options can be split manually.
- B. The hardware bundle and component-type Options can be split into separate Orders without preserving the bundle structure.
- C. The hardware bundle and component-type Options must be placed in the same Order together.
- D. The hardware bundle and component-type Options can be split using the Order By field.

Answer: B

NEW QUESTION 9

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis. Which Subscription field values should the admin set to meet this requirement?

- A. • Subscription Term: 12• Subscription Type: One-Time• Subscription Pricing: Fixed Price
- B. • Subscription Term: 1• Subscription Type: One-Time• Subscription Pricing: Percent of Total
- C. • Subscription Term: 1• Subscription Type: Evergreen• Subscription Pricing: Percent of Total
- D. • Subscription Term: 12• Subscription Type: Evergreen• Subscription Pricing: Fixed Price

Answer: A

NEW QUESTION 10

Universal Containers has developed a new subscription Product that will replace another subscription Product. The admin needs to ensure:

- Only the new Product can be added to new Quotes.
- Contracts with the old Product can be amended.
- Renewals will be created with the replacement Product.

Which two actions should the admin take to meet the requirements? Choose 2 answers

- A. Uncheck the Active field on all Price Book entries for the old Product.
- B. Set the Renewal Product field on the old Product to lookup to the new Product.
- C. Update the SBQQ__Product__c field on the Subscriptions that need to be renewed.
- D. Make the Product unavailable by unchecking the Active field on the old Product.

Answer: BC

NEW QUESTION 11

An Admin created a picklist field on the Product Option object called Picklist123__c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123__c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123__c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted. How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. Create a Workflow Rule that updates the Product Option field upon entering configuration.
- B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- C. Create field Picklist123__c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- D. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.

Answer: C

NEW QUESTION 12

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirement?

- A. Create one Price Book that contains all 100 Product
- B. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- C. Create one Price Book that contains all 100 Product
- D. Create a custom Product field to designate General Access and/or Special Access
- E. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- F. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Product
- G. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePricebookId__c on the Opportunity.
- H. Create two Price Books: one General Access Price Book with the 30 generally available Products, and one Special Access Price Book with all 100 Product
- I. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

Answer: D

NEW QUESTION 13

An Admin wants to set up a 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 Dynamic
- C. Create feature to the parent product and assign all Option to one of the created features.
- D. Update option layout on the parent Product record to Sections.

Answer: D

NEW QUESTION 14

Universal Containers requires Quotes above a certain quantity threshold to be approved by the regional logistics manager. A custom object defines all regions and managers. Each Quote is automatically related to its region and its manager.

How should the admin leverage Advanced Approvals to meet the requirement?

- A. Create an Approval Rule and use the Approver Field picklist to dynamically assign the Approval to the Regional Manager.
- B. Create an Approval Chain and use the Approver Field to dynamically assign the Approval to the Regional Manager.
- C. Create an Approval Rule for each Region and select the Regional Manager in the Approver lookup field.
- D. Create an Approval Chain with an Approval Rule for each Regional Manager lookup field.

Answer: A

NEW QUESTION 15

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- B. Create a bundle with Container B and options X, Y, and Z as product options for Container A.
- C. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- D. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."

Answer: A

NEW QUESTION 16

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 Quote Lines for Product

- A. the item the customer purchased previously'
- B. Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.
- C. Create a Summary Variable summing the Quantity field 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.
- E. Create a Summary Variable counting 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.

Answer: A

NEW QUESTION 17

Universal Containers has a high volume of contracts that are renewed each year. Recently, a number of orders have failed to generate a contract despite those orders being activated and containing subscription-based products. Where should the admin look to identify the source of the error?

- A. Debug Logs
- B. Apex Jobs
- C. Record Jobs
- D. Paused & Failed Flow Interviews

Answer: A

NEW QUESTION 18

How should the Admin ensure Universal Containers' users can generate output documents in Microsoft Word format?

- A. Create duplicate Template Sections in Microsoft Word format.
- B. Set the Allow output Format Change checkbox on the Quote Template.
- C. Set the Allow output Format Change checkbox on each user in user Settings.
- D. Create a second Quote Template in Microsoft Word format.

Answer: C

NEW QUESTION 19

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too many clicks. Management has asked the admin to streamline the Quote Line Editor so calculations occur automatically after each change is made. Which Managed Package setting should the admin enable to meet this requirement?

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

Answer: C

NEW QUESTION 20

The admin at Universal Containers (UC) has created one bundle that contains all of its Products as Options. The bundle has Subscription Pricing and Asset Conversion set to null on its Product record. Implementing the Product catalog via a bundle allows UC to enforce logic about which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions. After making selections within the bundle, a sales user saves the Quote and creates a Contract from the Opportunity associated with the primary Quote. Later, the sales user needs to amend this Contract based on new 8 customers. When UC amends the tract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote. The parent excluded in the Amendment Quote?

- A. The parent Product is excluded from the amendment because it lacks an Asset or a Subscription
- B. By default, bundled Assets and Subscriptions are excluded in Amendment Quotes.
- C. The sales user must use the Amend Assets field on the Account to amend a Contract which containers
- D. The sales user neglected to select the Preserve bundle structure field on the Contract.

Answer: C

NEW QUESTION 21

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