Exam Name: Certified CPQ Specialist
Certification Provider: Salesforce

Exam A

QUESTION 1
In what way does Smart Approvals expedite the approval process?

A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
B. Quotes within defined thresholds will be automatically approved.
C. Quotes with multiple steps in the approval chain go directly to the highest approver required.
D. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

Correct Answer: D
Section:

QUESTION 2
In what way does Smart Approvals expedite the approval process?

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Correct Answer: D
Section:

QUESTION 3
A user is unable to see a particular Product on the Product Selection screen when clicking Add Products.
What are two potential reasons the Product is unavailable
Choose 2 answers

A. The Hidden checkbox on the Product record is set to TRUE.
B. The Add Products button has a Custom Action Condition associated to it.
C. The Component checkbox on the Product record is set to TRUE.
D. The Add Products button has a Search Filter associated to it.

Correct Answer: C, D
Section:

QUESTION 4
Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

A. Select the Multiplier checkbox on the Bundle.
B. Select the Bundled checkbox on the Product Option.
C. Select Component as the Type field on the Product Option.

D. Select the Quantity Editable checkbox on the Product Option.

Correct Answer: C
Section:

QUESTION 5
Universal Containers has three different range discount schedules. All three have a reference to Product A through the objects shown below. Product A is an option in a bundle and has a list price of $100.

Discount Schedule Name	Tiers				Object Reference
	Name	Lower	Upper	Amt	
Bronze Hardware Maintenance Discount	1-10	1	11	5%	Product Option
	11-20	11	20	10%	
	21+	21	-	20%	
	Name	Lower	Upper	Amt	
Silver Hardware Maintenance Discount	1-10	1	11	8%	Product
	11-20	11	21	12%	
	21+	21	-	15%	
	Name	Lower	Upper	Amt	
Gold Hardware Maintenance Discount	1-10	1	11	10%	Contracted Price
	11-20	11	21	15%	
	21+	21	-	25%	

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

A. $1,125.00
B. $1,275.00
C. $1,350.00
D. $1,320.00

Correct Answer: B
Section:

QUESTION 6
An admin has created a text field Configuration Attribute for Bundle

A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads. Which steps should the admin take to meet this requirement?

B. Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.

C. Create a Process Builder to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.

D. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.

E. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.

Correct Answer: B
Section:

QUESTION 7
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 in the Start Dates.
How can a CPQ Specialist meet this business requirement?

A. Separate Quotes must be created for each unique Start Date.

B. Set both the Order by Quote Line Group and Ordered checkboxes to True.

C. Change Default Order Start Date in CPQ Package settings to Quote Start Date.

D. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.

Correct Answer: B
Section:

QUESTION 8
'UC wants to show a custom text field on their Quote Document. This field with API name Additional_Text__c
already exists and is located on the Quote object.
What is the correct syntax to insert this into an HTML Template Content?

A. {!quote.Additional_Text__c}

B. {Iquote__r.Additional_Text__c}

C. {ISBQQ__Quote__r.Additional_Text__c}'

D. {ISBQQ__Quote__c.Additional_Text__c}

Correct Answer: A
Section:

QUESTION 9
What is the correct order of data import to load Quote Template in CPQ?

A. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions

B. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions

C. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Correct Answer: A
Section:

QUESTION 10

Cloud Kicks (CK) uses Salesforce CPQ to streamline its sales process for customers, partners, and distnbutors. As part of CK's implementation, sales reps are able to specify a Partner Discount within the Quote Line Editor. Sales reps are reporting the Quote and Quote Lines' prices fail to recalculate automatically after a value is entered or changed m the Partner Discount field. The reps must press the Save or Quick Save button manually to trigger the calculation instead. How can the consultant ensure the real-time calculation is triggered in response to field changes within the Quote Une Editor?

A. Enable the Partner Discount in the Calculating Fields field set
B. Ensure the ChannelDiscountsOffUst__c field value is set to 1.
C. Enable the Calculate Immediately field on the Pricing and Calculation tab.
D. Ensure the ApplyPartnerDiscountfirst__c field value is set to 1.

Correct Answer: C
Section:

QUESTION 11
An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

A. Create a Quote formula field named StartSegment_c that returns 0.
B. Set the Price Dimension's Type to One-Time.
C. Set the Product's Default Pricing Table to Standard.
D. Set the Display Order of the Desegment Line action to 1.

Correct Answer: C
Section:

QUESTION 12
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 Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
B. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
C. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
D. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.

Correct Answer: B
Section:

QUESTION 13
Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?
Explanation:
Quote line field values:
*List price: $100
*Quantity: 5
Discount Schedule field values:
*Type: Slab
*Discount Unit: Percent

A. $480.00
B. $450.00

C. $500.00

D. $470.00

Correct Answer: D
Section:
Explanation:

QUESTION 14
Universal Containers is utilizing Lookup Price Rules to pull Daily Rate values from the Rental Rates object. After activating the Price Rule, the admin notices the Daily Rate value remains blank, but the user is still able to save the quote.
Which aspect of the Price Rule should the admin review to identify the underlying issue?

A. Confirm the API Name selected in the SBQQ__LookupObject__c field on the Price Rule record Is Inputted accurately.

B. Confirm the Conditions of the Price Rule are configured accurately based on expected behavior,

C. Confirm the Tested Field(s) referenced In the Lookup Queries of the Price Rule exist on the Lookup object.

D. Confirm the Lookup Queries of the Price Rule are configured to pull only a single referenced value from the Lookup object.

Correct Answer: A
Section:

QUESTION 15
Universal Containers (UC) sells Product A for an initial, fixed price without the ned for renewal behavior. UC must be able to track an individual senal number on the Asset record for each Product A sold.
Which Product field value should the admin set up to handle this use case?

A. Asset Conversion: One Per Line

B. Subscription Type: One-Time

C. Asset Conversion: One Per Unit

D. Subscription Price: List Price

Correct Answer: C
Section:

QUESTION 16
An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page.
Which updates should the Admin male 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.

Correct Answer: D
Section:

QUESTION 17
After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

A. Core Salesforce Quote object

B. CPQ Quote Line object

C. Opportunity object

D. CPQ Quote object

Correct Answer: C
Section:

QUESTION 18
The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction.
How should an admin meet the requirement?

A. Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.

B. Create a custom field called HideAdditionalDiscount__c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount__c checked.

C. Create a custom checkbox, Show_Discount__c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.

D. Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount__c and display it in the Quote Line Editor.

Correct Answer: C
Section:

QUESTION 19
Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor.
Which Salesforce CPQ functionality will satisfy this requirement?

A. Custom page security plug-In script

B. Product Rules of filter type

C. Price Rules

D. Custom Action with Search Filter

Correct Answer: D
Section:

QUESTION 20
An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.
What should the user see on the renewal Quote?

A. Additional discounts from the original Quote will automatically populate on the renewal.

B. The renewal Quote start date will be the Contract end date plus one day.

C. Optional products from the original Quote will pull into the renewal.

D. All Quote Line items will be pulled through from the original Quote.

Correct Answer: A
Section:

QUESTION 21

When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135.
If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

A. Set the Unit Price field on the processor Product Option to a value of 180.

B. Set the Discount % field on the processor Product Option to 10%.

C. Set the Bundled checkbox to True.

D. Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.

Correct Answer: C
Section:

QUESTION 22
Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.
Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

A. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.

B. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.

C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.

D. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

Correct Answer: B
Section:

QUESTION 23
An admin has a requirement within a specific bundle to ensure that Product 8 is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked. What does the admin need to adjust so the Product Rule fires as expected?

A. Set Apply Immediately to True on Product Option record for Product A.

B. Set System field to True on Product Option record for Product B.

C. Set System field to True on Product Option record for Product A.

D.

Correct Answer: A, A
Section:

QUESTION 24
Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to redistribute Order Products from one Order to another.
What are two considerations the CPQ admin must take into account to meet the requirement?
Choose 2 answers

A. Ensure the sales rep has Modify All in their profile.

B. Ensure the sales rep is listed as the owner of the Order.

C. Ensure the CPQ Orders package setting 'Allow Multiple Orders' is selected.

D. Ensure the Edit Order Products button is exposed in the Order Page Layout.

Correct Answer: B, C

Section:

QUESTION 25
When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

A. The user calculates a Quote.

B. The user selects a Configuration Attribute value for a Product

C. The user saves the Quote.

D. The user selects a Product for the Quote.

Correct Answer: D
Section:

QUESTION 26
A user hat created two Quotes related to an Opportunity. The user has changed the Primary Quote by checking the Primary checkbox on the non-Primary Quote. After performing this action, the amount or the Opportunity fails to update and the Quote Lines fad to sync to the Opportunity.
What is the root cause of this issue?

A. The triggers have been disabled m the Installed Package Settings

B. Twin fiekJs between the Quote Une and the Opportunity Product need to be set up.

C. The Primary field on the Quote is missing from the Quote object's Calculating Fields field set.

D. Primary Quote Keeps Opportunity Products is set to FALSE in the Installed Package Settings.

Correct Answer: C
Section:

QUESTION 27
Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.
What is the most likely cause of the issue?

A. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.

B. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.

C. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.

D. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.

Correct Answer: A
Section:

QUESTION 28
Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

Subscription Pricing	Product A Fixed Price	Product B Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is $200. The Net Total of Product A is $2,400. What is the expected Net Total for Product B?

A. $480, 00

B. $240, 00

C. $120, 00

Correct Answer: B
Section:

QUESTION 29
When Product A is Added to a Primary Quote, sales reps can view the Quote Une and make adjustments. However, an Opportunity Une Item is missing for Product A after the Primary Quote has been saved.
What are two possible causes for this behavior?
Choose 2 answers

A. Product A has 'Hidden'' set to TRUE.

B. Product A has 'Component' set to TRUE.

C. Product A has 'Optional' set to TRUE.

D. Product A has 'Exclude From Opportunity' set to TRUE.

Correct Answer: A, B
Section:

QUESTION 30
Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.
What should the Admin do to simplify this process?

A. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.

B. Add the PDF as a required Additional Document on the Quote Template.

C. Upload the PDF into the Documents object folder named Output Attachments.

D. Create an HTML Template Content record for the PDF and include it in a Template Section.

Correct Answer: B
Section:

QUESTION 31
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. Bundled

B. Required

C. Quantity Editable

D. Selected

Correct Answer: B
Section:

QUESTION 32
What are two ways Salesforce CPQ Advanced Approvals support obtaining apprgvat from a group in a single Approval Steps?
Choose 2 answers

A. Any group member may approve.

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

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

D. All group members most approve.

Correct Answer: A, D
Section:

QUESTION 33
An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.
Which setting should the Admin change to meet the business requirement?

A. Set the Product field Asset Conversion picklist to One per Unit.

B. Set the CPQ Package setting Renewal Model to Asset Based.

C. Set the Account field Renewal Model to Asset Based.

D. Set the Product field Asset Amendment Behavior picklist to Allow Refund.

Correct Answer: A
Section:

QUESTION 34
Universal Conditions 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 fulfil this requirement? Choose 2 answers

A. Add Additional Disc. to the Line Editor Field set on the Quote Line object.

B. Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.

C. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.

D. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.

Correct Answer: B, C
Section:

QUESTION 35
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

Correct Answer: A
Section:

QUESTION 36
The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products: Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.
Which solution would allow customers to see separate tables and subtotals organized by Product Family?

A. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
B. Create a Line Items section and set SBQQ__ProductFamily__c as the Group field.
C. Create an HTML Template Content record with three tables to represent each Product Family.
D. Create a Line Items section and set SBQQ__ProductFamily_c as the Roll-Up field.

Correct Answer: B
Section:

QUESTION 37
Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.
Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?
Choose 2 answers

A. Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.
B. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level
C. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
D. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.

Correct Answer: A, D
Section:

QUESTION 38
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 Mm Options to zero and Max Options to two for Support.
B. Set Mm Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.

C. Set Mm Options for Maintenance to one. Set Mm Options to zero and Max Options to two for Support.
D. Set Max Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.

Correct Answer: B
Section:

QUESTION 39
Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes.
How can this agreement be configured to set the Regular Price for this customer?

A. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
B. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.
C. Create a Discount Schedule and add it to the Discount Schedule field on Product A.
D. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.
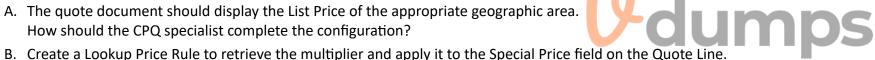
Correct Answer: B
Section:

QUESTION 40
Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.
A single quote can contain products for consumption anywhere in the country.
A custom object has been created to maintain a Price Multiplier per product per geographic are

A. The quote document should display the List Price of the appropriate geographic area.
   How should the CPQ specialist complete the configuration?
B. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.
C. Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.
D. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.
E. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.

Correct Answer: B
Section:

QUESTION 41
Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

A. The Summary Fields field set
B. The Totals Field package setting
C. The Segmented Summary Fields field set
D. The Line Subtotals Total field package setting

Correct Answer: A
Section:

QUESTION 42
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 2 answers

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

Correct Answer: C, D
Section:

QUESTION 43
What are two considerations the CPQ specialist should take into account when authorizing the Salesfonce CPQ calculation service for a user who is currently logged in?
Choose 2 answers

A. The user must have access to the CPQ quote and all related objects.
B. The user that authorizes the calculation service is a non-human admin user.
C. The users role should be placed at the top of the Role Hierarchy.
D. The user that authorizes the calculation service has API Only enabled.

Correct Answer: B, C
Section:

QUESTION 44
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.

Correct Answer: D
Section:

QUESTION 45
Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product ramify Y by 10% upon renewal.
Which two action should the admin take to ensure CPQ applies the correct price uplift?
Choose 2 answers

A. Fill in the Appropriate Renewal Uplift Rate on each Subscription record.
B. Set the Renewal Pricing method on the Contract to Uplift
C. Set the Renewal Pricing Method on the Account to Uplift.
D. Fill in the appropriate Renewal Uplift Rate on each Quote Line record

Correct Answer: A, C
Section:

QUESTION 46
Universal Containers (UC) sells a product that 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 2 answers

A. Create a Price Book Entry of $100 for the product

B. Set the Price Book Entry custom field Percent_of _Total_Target_c to $100.

C. Set the product's Percent of Total Constraint field to List price is minimum.

D. Create a Price Book Entry of $0 for the product.

Correct Answer: A, D
Section:

QUESTION 47
Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?
Choose 2 answers

A. Contracted Price

B. Product Option

C. Segmented Product

D. Product

Correct Answer: A, B
Section:

QUESTION 48
Northern Trail Outfitters has two products:

Adventure in a Box

Pricing Method	List
Subscription Pricing	Fixed Price
Subscription Term	1
Include in Percent of Total	True

Premium Support

Pricing Method	List
Subscription Pricing	Percent Of Total
Subscription Term	1
Percent of Total (%)	10%
Percent of Total Base	List

Both products are added to a one year quote. The Adventure in a Box product has a list price of $10 with a discount of 50%.

What Is the expected Net Total of Premium Support?

A. $60.00

B. $54.00

C. $12.00

D. $6.00

Correct Answer: C
Section:

QUESTION 49
'UC Admin wants to prevent a Quote Term from being edited by non-admin users.
What should the Admin do to meet this requirement?

A. On the Quote Term record, check the Read-Only checkbox.

B. On the User Profile, make the object Read-Only.'

C. On the Quote Term object, make the Object Read-Only

D. On the Quote Term record, check the Locked checkbox.

Correct Answer: D
Section:

QUESTION 50
Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.
Where should the admin reference the Primary checkbox field to set up this requirement?

A. The Hide Group Subtotals Field on the Quote Template

B. The Hide Totals Field on the Quote Template

C. The Conditional Print Field for each price Line Column

D. The Conditional Print Field of a Template Section for only price Line Columns

Correct Answer: D
Section:

QUESTION 51
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

Correct Answer: A
Section:

QUESTION 52

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.
How should the Admin meet the business requirements?

A. Set Asset Conversion for each downloadable Product to null.
B. Set Asset Conversion for each downloadable Product to a custom value.
C. Set Asset Conversion for each downloadable Product to One per unit.
D. Set Asset Conversion for each downloadable Product to One per Quote Line.

Correct Answer: C
Section:

QUESTION 53
Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.
How should the admin meet the requirement in the most efficient manner?

A. Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.
B. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.
C. Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.
D. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.

Correct Answer: A
Section:

QUESTION 54
An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, 9nd aero emor messages are displayed.
Which three reasons explain why these Products failed to create Opportunity Products?
Choose 3 srewers

A. Some Products we missing Rice Book Entries.
B. Only Products with an EFfectrve Quantity greater than or less than zero syfK to the Opportunity-
C. Q Validation Rules on the Opportunity Product silently fail.
D. Only Products with a price greater than zero sync to the Opportunity,
E. Exclude fror Opportunity is checked on die Product record.

Correct Answer: B, C, D
Section:

QUESTION 55
Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence? Choose 3 answers

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

Correct Answer: B, C, E
Section:

QUESTION 56
An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.
How should the Admin make the prices visible again?

A. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.
B. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
C. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
D. Go to the Product Option record and check if the Price Editable field is False.

Correct Answer: A
Section:

QUESTION 57
Universal Containers wants to quote a product that will persist until the customer cancels the subscription.
How should the admin set up this product so all downstream processes create perpetual subscriptions?

A. Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.
B. The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.
C. The sales rep should create a Quote without an end date or a subscription term associated with it.
D. The value Evergreen should be put into the Subscription Type field on the Product.

Correct Answer: A
Section:

QUESTION 58
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. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.
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 and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.
D. 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.

Correct Answer: D
Section:

QUESTION 59
Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group f each location. UC wants to split orders by delivery location automatically.
How should the consultant meet the requirement?

A. Ensure the Order by Quote Line Group field is set to TRUE, and then click the Create Order button.
B. Set the Order By picklist field to the Location field on the Quote Line Group, and then set the Ordered field to TRUE.
C. Ensure the Order by Quote Line Group field is set to TRUE, and then set the Ordered field to TRUE.
D. Set the Order By picklist field to the value of SBQQ_Group_c, and then click the Create Order button.

Correct Answer: C
Section:

QUESTION 60
Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.
How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

A. Set Next Automated Approver Determined By to Manager on the Approval Process.
B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
C. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
D. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.

Correct Answer: A
Section:

QUESTION 61
A sales rep notices on Opportunity 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 3 answers

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

Correct Answer: A, B, E
Section:

QUESTION 62
Universal Containers (UC) offers several enterprise server bundles with professional services. UC has a large catalog of professional services that are compatible with any server. New professional services are constantly being introduced. UC wants to design the product configuration to minimize maintenance and ensure scalability.
Which two actions should the admin take to construct these new bundles?
Choose 2 answers

A. Create a new Custom Action that is filtered to show only Professional Services Products.
B. Create a Dynamic Feature for Professional Services Products.
C. Create a nested bundle that contains all Professional Services Products.
D. Create a Filter Product Rule with a Product Action filtering for Professional Services Products.

Correct Answer: B, D
Section:

QUESTION 63
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. One Price Action to inject the value 50 into the Unit Price field.

C. 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 10 into the Quantity field. One Price Action to inject the value 50 into the Unit Price field.

D. 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 this Summary Variable is greater than 10 One Price Action to inject the value 50 into the Unit Price field.

Correct Answer: A
Section:

QUESTION 64
'UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.
Which three values for Configuration Type will meet this requirement?

A. None
B. Configurable
C. Allowed
D. Disabled
E. Required

Correct Answer: A, C, E
Section:

QUESTION 65
Universal Containers sells Tiny Boxes for $0,005 each. Tiny Boxes are Non Discountable.
How should the admin set the decimal precision for the unit price7

A. Edit the Unit Price field on the Quote Line object and set the precision to 3.
B. Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.
C. Set the Unit Price Scale field to 3 on the tiny boxes Product record.
D. Use a Price Rule that sets the Net Unit Price to $0,005 when the product is added to a Quote.

Correct Answer: B
Section:

QUESTION 66
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.

Correct Answer: B, D

QUESTION 67

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

Correct Answer: C
Section:

QUESTION 68

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

A. One or more Price Condition records use a formula that references a non-CPQ object field.

B. One or more Price Condition records have a lookup to a Summary Variable.

C. The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.

D. The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.

Correct Answer: C
Section:

QUESTION 69

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.
What is the cause of this behavior?

A. A Product Rule is preventing the Additional Discount from being edited.

B. The Non Discountable field is marked True on the Product record for the Quote Line.

C. Additional Discount is a locked field on amendment Quotes.

D. The org is using legacy amendment and renewal service.

Correct Answer: C
Section:

QUESTION 70

A Configuration Attribute displays a Product Option picklist field named Custom_Picklist__c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist contains fewer values than the field from the Product Option.
Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

A. The selected value is saved to the quote line field.

B. An error message appears that prevents saving the configuration.

C. The Save button is gray and unavailable In the configurator.

D. A null value is saved to the quote line field.

Correct Answer: B
Section:

QUESTION 71
The sales manager at Universal Containers wants to ensure that bundles:
* Cannot be reconfigured when a ftinuwal Quote is created.
* Allow sales reps to configure bundles only on new or amendment quotes.

A. Ensure SBQQ__ReconfigurationDisabled_c is set to TRUE on the Bundle product.

B. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type_c is not equal to 'Renewal'.

C. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to 'Renewal

Correct Answer: C
Section:

QUESTION 72
The admin at Universal Containers has a group of Price Rules with Lookup Queries that references a new Rental Rates object. After testing to confirm the Price Rules produce the expected behavior, the Price Rules are ready to be deployed to Production.
In which order should the admin deploy Price Rules with Lookup Queries to align with best practices'?

A. Price Rules, Price Conditions, Rental Rates. Lookup Queries, Price Actions

B. Price Rules, Rental Rates, Lookup Queries, Price Actions, Price Conditions

C. Rental Rates, Price Rules, Price Conditions, Lookup Queries, Price Actions

D. Rental Rates. Lookup Queries. Price Rules. Price Conditions, Price Actions

Correct Answer: C
Section:

QUESTION 73
A customer is implementing CPQ to support two languages.
Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

A. Picklist values in the Product Family field on the Product object

B. Configuration Attribute picklist values

C. The Feature Name field on the Configure Products page

D. HTML Template Content in the Quote document

Correct Answer: C, D
Section:

QUESTION 74

An admin has set the Group ReW on one of the Quote templates. On output documents on Quote A, Quote Lmes appear to be grouped incorrertfy.
What are two explanations for this grouping?
Choose 2 answers

A. Modified By field on the user^s Quote was last modified before the new Quote Template was implemented.

B. Bundles on Quote A contain a Configuration Attribute designating location.

C. There are Quote Line Groups related to Quote A.

D. Template Section with Template Content of Line Items type has a value in Group Field.

Correct Answer: C, D
Section:
Explanation:

QUESTION 75
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: B
Section:

QUESTION 76
An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the t Rule to fire within this specific bundle.
What is a valid setup for the Configuration Rule?

A. The Configuration Rule must be associated with Product records used in Product Actions.

B. The Configuration Rule must be associated with the Product Feature used within the bundle.

C. The Configuration Rule must be associated with the Product Option records used in Product Actions.

D. The configuration Rule must be associates with the Parent Product in the bundle.

Correct Answer: D
Section:

QUESTION 77
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 Sort Order as the lowest numerical value of any Product's Sort Order.

C. Set the Product Code as the first alphabetically of any Product's Product Code.

D. Set the Product's Product Code as the only null Product Code of any Product.

Correct Answer: B
Section:

QUESTION 78
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 setting the Renewal Forecast checkbox on the current Contract upon creation.
B. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
C. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
D. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

Correct Answer: C
Section:

QUESTION 79
Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.
How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

A. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
B. Remove the Subscription flag from the Product's Search Filters Field Set.
C. Remove the Subscription flag from the Product's Search Results Field Set.
D. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

Correct Answer: D
Section:

QUESTION 80
A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales reps first attempt to contract the Order.
What are three troubleshooting steps an admin should take to identify the issue7
Choose 3 answers

A. Confirm that each of the Order Products have been activated.
B. Ensure the Order Start Date is later than the Opportunity Close Date.
C. Check recent Apex Jobs to identify any errors in the contracting process.
D. Verify that the related Opportunity is in Closed/Won status.
E. Ensure there is at least one subscription-based Order Product on the Order.

Correct Answer: A, C, E
Section:

QUESTION 81
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.

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

A. Constrained Option

B. Optional SKU

C. Constraining Option

D. Configured SKU

Correct Answer: A
Section:

QUESTION 82
An admin has created a Small Business Bundle product with List Price = $5.00 with these Product Options:

```
Option 1:
Optional SKU = Small Storage Container
Unit Price = $2.00
Quantity = 10
Selected = True
Bundled = False

Option 2:
Optional SKU = Medium Storage Container
Unit Price = $4.00
Quantity = 10
Selected = False
Bundled = False

Option 3:
Optional SKU = Custom Box Label
Unit Price = $0.05
Quantity = 100
Selected = False
Bundled = True

Option 4:
Optional SKU = Shipping
Unit Price = $7.50
Quantity = 1
Selected = True
Bundled = True
```

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

A. $17.50

B. $25.00

C. $37.50

D. $5.00

Correct Answer: B
Section:

QUESTION 83
A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.
Which date will CPQ use to calculate the prorate multiplier?

A. The earliest date

B. The Quote date

C. The Quote Line date

D. The latest date

Correct Answer: C
Section:

QUESTION 84
Universal Containers (UC) has products that will only be utilized as Product Options inside five different bundle products. When a user adds products to the Quote Line Editor, UC wants:
Bundle products to show in the Product Selection page.
Products that are Product Options of the bundles to be excluded from the Product Selection page.
How should the admin set up the bundle?

A. Select the Component checkbox on any Product that is a Product Option for the bundles.
B. Select the Hidden for any Product that is a Product Option for the bundles.
C. Select the Selectbox on each product option and mark the Product inactive.
D. Select the bundle on each Product option and mark the Product inactive

Correct Answer: A
Section:

QUESTION 85
How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

A. Set the Configuration Type to Disabled.
B. Set the Configuration Type to Allowed and Configuration Event to Always.
C. Set the Configuration Type to Allowed and Configuration Event to Add.
D. Set the Active checkbox on Reconfigure Line Custom Action to False.

Correct Answer: C
Section:

QUESTION 86
Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of $1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	$1,000
6-10	$1,800
11-20	$3,000
21-50	$5,000
50+	$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

A. Set Pricing Method to Fixed Price on the Product record.
B. Set Non-Discountable to True on the Product record.

C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.

D. Set Pricing Method to Block on the Product record.

E. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

Correct Answer: B, D, E
Section:

QUESTION 87
Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for this one specific Product.
What should the Admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

A. Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.

B. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.

C. Fill in the Product field on the Price Rule with the Product.

D. Fill in the Lookup Object field on the Price Rule with the Product.

Correct Answer: A
Section:

QUESTION 88
Universal Containers has a multi-laver bundle with a Percent c# Total option In the first level. This Percer Total option's calculation should b based on other options n 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 Category field on each Product in the bundle to the same value.

C. Set the percent of Total Scope field on the product Option record to a value of package.

D. Set the Percent of Total Scope field on the Product Option record to a value of Group.

Correct Answer: A
Section:

QUESTION 89
Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.
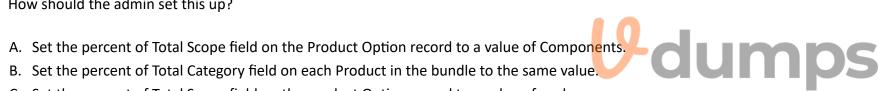What should the admin do on the Quote Template to meet this requirement?

A. Create a new Template Section for each PDF document.

B. Create a new Additional Document on the Quote Template for each PDF document.

C. Select the correct Documents Folder from the Documents field on the Quote Template.

D. Reference each PDF Document in Custom Template Content records.

Correct Answer: B
Section:

QUESTION 90
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: C
Section:

QUESTION 91
A user renewing a Contract that was uploadad during a data migration. Thare is no Opportunity or Quote associated to the Contract. Aftar renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect.
What should the admin do to resolve this issua?

A. Associate an Order with the correct Price Book to the Contract before ranewing.

B. Popuiata the Ranewal Pricebook ID field on the Contract.

C. Populate the Opportunity or Quota Price Book Id field on tha Contract.

D. Build Automation to automatically populate the correct Price Book on tha Renewal Quote.

Correct Answer: A
Section:

QUESTION 92
Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.
In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?
Choose 2 answers

A. Set the Conditional Print Field on the Line Column record.

B. Include Monthly Price in the Quote Line Editor Field set.

C. Create a custom formula Indicating if the Payment Terms are Net 30.

D. Create an additional Line Items section without the Monthly Price field.

Correct Answer: B, C
Section:

QUESTION 93
Universal Containers has set up an Account lookup field, Distributor__c, on the Quote to identify different distributors per group. Distributor accounts have a Discount_Level__c field populated with the base discount percentage that products provided by that distributor will receive.
Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?
A)

- Create a Configurator Scoped Price Rule that has a Price Condition where
    - Object with value Quote Line
    - Tested Formula field with value SBQQ__Quote__r.Distributor__c
    - Operator field with value Not Equals
    - Filter Type field with Value selected
    - Filter Value field with blank value
- Add a Price Action to the Price Rule where
    - Target Object with value Quote Line
    - Target Field with value SBQQ__DistributorDiscount__c
    - Formula Field with value SBQQ__Group__r.Distributor__r.Discount_Level__c

B)
- Create a Calculator Scoped Price Rule that has a Price Condition where
    - Object with value Quote Line
    - Tested Formula field with value SBQQ__Quote__r.Distributor__c
    - Operator field with value Not Equals
    - Filter Type field with Value selected
    - Filter Value field with blank value
- Add a Price Action to the Price Rule where
    - Target Object with value Quote Line
    - Target Field with value SBQQ__DistributorDiscount__c
    - Formula Field with value SBQQ__Group__r.Distributor__r.Discount_Level__c

A. Option A
B. Option B

Correct Answer: A
Section:

QUESTION 94
Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

A. Create a Quote picklist field named output Language, With language codes as values.
B. Create Localization records for individual Quote Terms for all three languages.
C. Enable ''Allow Output in Different Languages'' In the managed package settings.
D. Set the Quote Term field Language to the desired output language for each Quote Term.

Correct Answer: A, B
Section:

QUESTION 95
Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.
How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

A. Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.

B. Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFietdSetName on the Quote object that returns the appropriate field set the user's profile.

C. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.

D. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.

Correct Answer: C
Section:

QUESTION 96
Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:
* Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of $36,000.
* Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of $2,000,
Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied.
5 the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

A. * Product A Prorate Multiplier = 0,5 * Product A Net Total = $270,000 * Product B Prorate Multiplier = 18 * Product B Net Total = $540,000

B. * Product A Prorate Multiplier = 0,5 * Product A Net Total = $270,000 * Product B Prorate Multiplier = 18 * Product B Net Total = $36,000

C. * Product A Prorate Multiplier = 0,5 * Product A Net Total = $270,000 * Product B Prorate Multiplier = 1 * Product B Net Total = $360,000

Correct Answer: B
Section:

QUESTION 97
Universal Containers (UC) uses USD, GBP, and EUR and has Multi-Currency enabled.
UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.
UC products have one set of EUR and GBP prices for European customers.
What is the most effective way to set up DCs Price Books?

A. Create three Price Books, one for each currency (USD, EUR, GBP),

B. Create three Price Books, one for each region (America, Asia Pacific, Europe).

C. Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific -

D. USD, Europe - EUR, Europe - GBP). Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia

Correct Answer: C
Section:

QUESTION 98
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?

A. Add a partner to the Partner on the Quote record.

B. Create a Contracted Price record related to an Account record.

C. Populate the Generate Contracted Price field on a Quote record.

D. Generate a Contracted Price via the Contracted checkbox on the Quote record

Correct Answer: B, D
Section:

QUESTION 99
A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True. What are two ways a sales user should generate an accurate Renewal Quote?

A. Clone the original Quote and update Quote Type to Renewal.

B. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.

C. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.

D. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

Correct Answer: C, D
Section:

QUESTION 100
What is the calculated List Unit Price the user should see for Cloud Storage Support?

A. $50

B. $225

C. $273

D. $23

Correct Answer: B
Section:

QUESTION 101
A Universal Containers User states that a Configuration Attribute value can be set up during the initial configuration, but the value is not present when they reconfigure. What should the Admin check to ensure the Configuration Attribute value is properly saved?

A. A twin field must be created on the Quote object.

B. A twin field must be created on the Product Option object.

C. A twin field must be created on the Product object.

D. A twin filed must be created on the Quote Line object.

Correct Answer: D
Section:

QUESTION 102
The Require Approved Quote package-level setting prevents CPQ from generating records for which object?

A. Order

B. Quote Document

C. Contracted Price

D. Contract

Correct Answer: A
Section:

QUESTION 103

An admin created a dynamic bundle and needs a Product Rule to limit which products users see when configuring the bundle.
Which type of Product Action should the Admin create to ensure that only a specific set of products may be selected for the dynamic bundle?

A. Optional filter

B. Show

C. Default filter

D. Enable

Correct Answer: C
Section:

QUESTION 104

The admin at Universal Containers receives a report from a user that checking the Contracted box on an Opportunity with a single Product fails to result in a Contract.
What are two possible reasons a Contract is unable to be created?
Choose 2 answers

A. The Subscription Conversion Behavior field on the Product is set to None.

B. The Opportunity must have a Primary Quote associated to it.

C. The Subscription Pricing field on the Prodduct is blank.

D. The Subscription Pricing field on the Product is One-time

Correct Answer: A, B
Section:

QUESTION 105

Universal Containers (UC) sells its Products in three currencies: USD, GBP, and EUR. UC wants to make a renewable Support SKU available for selection in only USD and EUR and has completed the necessary configuration and/or record creation to support the behavior.
What is the expected behavior when a user attempts to add the Support SKU to a Quote in each currency?

A. * USD: Product is unavailable In Product Selection * GBP: Product is unavailable In Product Selection * EUR: Product is unavailable in Product Selection

B. * USD: Added to Quote at Pricebook Entry's Ust Price * GBP: Added to Quote with 0 List Price * EUR: Added to Quote at Pricebook Entry's List Price

C. * USD: Added to Quote at Pricebook Entry's List Price * GBP: Product is unavailable in Product Selection * EUR: Added to Quote at Pricebook Entry's List Price

D. * USD: Error presented to User in Product Selection * GBP: Error presented to User In Product Selection * EUR: Error presented to User in Product Selection

Correct Answer: C
Section:

QUESTION 106

A sales rep at Universal Containers Is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of $600, a Quantity of 10, and a Subscription Term of 24 months. Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription In its place.
Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to cr

A. -S2S0

B. -$2,500

C. -$350

D. -$3,500

Correct Answer: B
Section:

QUESTION 107
Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.
Which Product will be available within the Product Selection page?

A. All Products with Price Book Entries in all Active Currencies.
B. All Products with Price Book Entries when Dated Exchange Rates are enabled.
C. All Products with Price Book Entries with a positive Price.
D. All Products with Price Book Entries in the Opportunity/Quote Currency.

Correct Answer: D
Section:

QUESTION 108
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 the hardware. 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.
Whet should UC consider before implementing split Orders ?

A. The hardware bundle and component-type Options can be spilt manually.
B. The hardware bundle and component-type Options can be spilt 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.

Correct Answer: B
Section:

QUESTION 109
Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.
At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

A. The Save or Quick Save buttons are clicked.
B. Override values are subject to Discount Schedule updates made by the Admin.
C. The Opportunity status has changed to Proposal/price Quote.
D. The Quote status has changed to Approved.

Correct Answer: A
Section:

QUESTION 110
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 bundle with a Configuration Attribute.
B. Create multiple bundles with validation Product Rules.

C. Create a Hidden Filter in Product Selection based on Profile.

D. Create a Filter Product Rule.

Correct Answer: B
Section:

QUESTION 111
Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.
What are three ways the admin can adjust the design of this bundle to reduce scrolling in Configuration?
Choose 3 answers

A. Set Option Selection Method to Add on the Product Features.

B. Change Enable Large Configuration to True on the bundle Product.

C. Set System to True on the Product Options to be excluded from the Configurator.

D. Group the Product Features of the bundle into tabs using the Category field.

E. Change Option Layout to Tabs on the bundle Product.

Correct Answer: A, D, E
Section:

QUESTION 112
A sales rep at Universal Containers is adjusting pricing for asubscription Product on a new business Quote. The Subscription Term Is 24 months. The Product's Default Subscription Term Is 12 months, The Quantity is 10, The List Unit Price is $120.
If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step In the standard price waterfall?

A. * Regular Unit Price: $108.00 Customer Unit Price: $168.00 Net Unit Price: $156.00

B. Regular Unit Price: $108.00 Customer Unit Price: $86.40 Net Unit Price: $82.08

C. Regular Unit Price: $216.00 Customer Unit Price: $172.80 Net Unit Price: $164.16

Correct Answer: C
Section:

QUESTION 113
Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin fleld has been created on the Asset record. UC contracts from the Order.
When leveraging the twin field functionality to pass this
Informaticn to the Asset record, on which object should the admin create a twin field?

A. Product Option

B. Order Product

C. Opportunity Product

D. Quote Line

Correct Answer: D
Section:

QUESTION 114
Universal Containers has four Price Rules with different Calculator Evaluation Events and Evaluation Orders.

Which rule will evaluate first?

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

Correct Answer: D
Section:

QUESTION 115
Hew should the admin ensure Universal Containers' users can generate autput documents in Microsoft Word format?

A. Set the Allow Cutput Format Change checkbox an the Quote Template.
B. Set the Allow Qutput Format Change checkbox on each user in User Settings.
C. Create a second Quote Template in Microsoft Word format.
D. Create duplicate Template Sections in Microsoft Ward format.

Correct Answer: B
Section:

QUESTION 116
Cloud Kicks (CK) has recently phased out Product Option X and is ne longer actively selling it ta new customers. New customers can sign up for the current Product Option Y Instead.
Management has decided that CK will also migrate existing contracts to this new product versicn at renewal.
'Which steps should the admin take to achieve this?

A. Update the Renewal Product fleld an the Product and Product Optiens, and set the Renewal Forecast checkbox to TRUE an the Contract record.
B. On the Subscription record, change the Product Lookup to refer to the new version of the Product.
C. Leverage a Selection Product Rule ta remave the old Product, and automatically add the new Product,
D. Use a Price Rule to swap the Product Lookup on Quote Ling when a Renewal Quote Line is genarated.

Correct Answer: A
Section:

QUESTION 117
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. Check the Solution Groups Enabled checkbox, set Object to Quote Line, and set Name Field to Product Family.
B. Add the Product Family field to the Search Results Field Set on the Product object.
C. Select Product Family in the Product Search Plugin field in Plugins.
D. Select Product Family in the Product Results Group Fleld Name field In Additional Settings.

Correct Answer: D
Section: