

Salesforce Certified CPQ Specialist

1. 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.

Answer(s): B

2. 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.

Answer(s): B

3. 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.

Answer(s): A

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

Name	Upper	Lower	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(s): C

5. How should an Admin enable renewal uplift on an Account?

A. Update the Markup (%) field on the Renewal Quote.

B. Change the Renewal Pricing Method to Same on the Account.

C. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.

D. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.

Answer(s): D

6. 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 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. 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 subtitle Approver, then add the rule to the existing Approval chain as the first step.

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. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.

Answer(s): D

7. 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: Day

B. Subscription Term unit: MonthSubscription Prorate Precision: Month

C. Subscription Term unit: MonthSubscription Prorate Precision: Month + Daily

D. Subscription Term unit: DaySubscription Prorate Precision: Day.

Answer(s): B

8. 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 116.67

B. USD 118.31

C. USD 125.00

D. USD 100.00

Answer(s): A

9. 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.

Answer(s): B C

10. 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

Answer(s): B C E

11. Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operation team wants to ensure that when a sales rep renew 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. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.

C. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.

D. Set the upgrade Target field on the Premier Support Product record to Premier Pro.

Answer(s): A

12. 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. 120, -20, 40

B. 100, -20, 40

C. 100, 80, 120

D. 80, 0, 40

Answer(s): C

13. 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 Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

B. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

C. Set the Discount Unit to Amount, create a custom Override_Amount_c field on the Edit Tiers page, select the Users Defined checkbox, and then choose All from the Override Behavior picklist.

D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

Answer(s): C

14. 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.

A. Leverage Salesforce automation to select the Order by Quote Line Group filed 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. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.

D. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.

Answer(s): A

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

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

A. Configuration Attributes.

B. Product Options.

C. Product Features.

D. Option constraints.

Answer(s): A

16. 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. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.

B. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.

C. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.

D. Set the Product Family picklist on the Standard Warranty product's Product record to Services.

Answer(s): B

17. 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.

Answer(s): A C

18. 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.

Answer(s): B

19. 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 Quote's Status field is equal to Approved.

B. The Watermark Shown Quote field is unchecked.

C. The Opportunity's Stage field is equal to Closed/Won.

D. The image file type is PNG.

Answer(s): B

20. 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

Answer(s): A C
