

Salesforce CPQ Advanced Specialist

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

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

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

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

Answer(s): D

2. 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 non-subscription product. The Admin has already created price conditions to target quote lines for Product A where the additional discount fields are not populated. Which set of additional actions should the Admin take to support this prior purchase constraint?

A. 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.

B. Create a summary variable summing the quantity of product A from quote lines and create a price condition verifying that the summary variable is greater than the value 1.

C. Create a summary variable counting the asset records for product A and create a price condition verifying that the summary variable is greater than the value 0.

D. Create a summary variable summing the quantity of the asset records for product A and create a price condition verifying that the quantity field on the asset object is greater than the value 0.

Answer(s): C

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

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

A. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.

B. Set the bundle product record filed Configuration Type to Required and Configuration Event to Always.

C. Set the bundle product record filed Configuration type to Allowed and Configuration Event to Always.

D. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add

Answer(s): C

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.

Answer(s): C

5. 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.

Answer(s): C

6. 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 10One 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 10One Price Action to inject the value 50 into the Unit Price field.

Answer(s): A

7. 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.

Answer(s): B D E

8. Which two scenarios can be supported using Amendments? Choose 2 answers

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

Answer(s): A C

9. 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.

Answer(s): A B E

10. Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product.

How can the Admin meet this requirement?

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

Answer(s): B

11. 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.

Answer(s): C

12. An Admin has created a validation product rule that must display an error message upon clicking Save if a product option is selected while a configuration attribute is set to a specific value. When the user chooses the product option, then sets the configuration attribute to the specific value, the error message appears before Save is clicked. Which two should the Admin change the rule or configuration attributes so that the error message only appears upon clicking Save?

A. Change the configuration attribute field Apply Immediately to False.

B. Change the product rule field Evaluation Event to Save.

C. Change the product option field Apply Immediately to True.

D. Add a product rule Condition to check if Evaluation Action = Save.

Answer(s): A B

13. An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line. Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

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

Answer(s): A B

14. 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.

Answer(s): B C

15. Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family. The maintenance product has been updated to be priced Of Total and the percentage has been set. How should the product records be altered to meet this requirement?

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

C. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.

D. subscription products, set the Percent Of Total Category to Storage.

E. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.

Answer(s): C

16. 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

Answer(s): B D

17. Admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are not to correctly map between Quote Lines and Product Options. Which setup ensure this condition is met?

A. On the child options, Apply Immediately is False and Apply Immediately Context is Always.

B. On the Configuration Attribute, Attribute, Apply to product Options is False.

C. On the Configuration Attribute, Auto-Select is False.

D. On the bundled parent, Apply to product option is False

Answer(s): D

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

Each region has some Products which are region-specific and unavailable to users from other regions.

Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps. Which two steps should the Admin take to meet the business requirement? Choose 2 answers

A. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

B. Create a single Price Book with all Products. Share the Price Book with all users.

C. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.

D. Use Product rules to hide Products from some sales reps.

Answer(s): C D

19. Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

A. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.

B. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.

C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.

D. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

Answer(s): A

20. 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.

Answer(s): B
