

Salesforce CPQ Specialist

1. Universal Containers has an output document with a line item table that currently displays product options that are marked as Included.

What step should the Admin take to remove the Included products from the line item table?

A. Set the Show Bundled Products field to False on the Quote Template.

B. Set the Hide Included Products field to True on the Quote Template.

C. Create a Quote Line field OutputVisibility__C that returns False if Included = True.

D. Create a filter on the line items Template Section where Component = False

Answer(s): A

2. Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation.

Which three fields on the Contracted Price record should be configured to satisfy this requirement?

A. Product

B. Contract

C. Expiration Date

D. Discount

E. Effective Date

Answer(s): A C D

3. The Universal Containers Admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The Admin planned to use a roll-up summary field on the Quote object to average the Quote Line Approval Score field. The Admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which action should the Admin take to resolve the issue?

A. Create a trigger to populate the average Approval Score.

B. Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.

C. Create a Workflow Rule with a Field Update to populate the average Approval Score.

D. Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.

Answer(s): A

4. Which is not a pro-rate precision option (in the Package Settings)?

A. Month

B. Month + Week

C. Month + Day

D. Day

Answer(s): B

5. Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record.

Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

A. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.

B. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.

C. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.

D. Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ__ProudctCode__c.

Answer(s): A

6. "Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature.

Which configuration is valid for displaying the attributes?

A. Above or below all product options in the feature.

B. Above all product options in the feature."

C. Above or below the feature in the bundle.

D. Above or below all features in the bundle.

Answer(s): A

7. 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): D

8. "UC sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500

\$8,600 plus \$7 per unit above 1,000

A. Block

B. List

C. Segmented

D. Tiered

Answer(s): A

9. A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.

How should the user achieve this?

A. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.

B. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.

C. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.

D. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.

Answer(s): D

10. Which type of Discount Schedule would you select if you wanted a blended discount rate applied across all units?

A. Range

B. Markup

C. Slab

D. Block

Answer(s): C

11. 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.

Answer(s): B

12. An Admin at Universal Containers wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule, and will also be listed in a Line Item Column in the output document. On which objects will the Admin need to create the Configuration Attribute X custom field in order to meet his requirements?

A. Configuration Attribute and Product Option

B. Product Option and Quote

C. Configuration Attribute and Quote

D. Product Option and Quote Line

Answer(s): D

13. What are the three major features that SBAA offers over standard salesforce approvals? (Choose 3)

A. Parallel Approvals

B. Dynamic Approvals

C. Smart Approvals

D. Hierarchical Approvals

E. Email Approvals

F. Group Approvers

Answer(s): A B C

14. An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with".

If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

A. Sales reps can replace the text, but are unable to leave the required field blank.

B. Sales reps can change the operator from "starts with" to "contains".

C. Sales reps can see the filter, but are unable to alter the filter text.

D. Sales reps can delete the text to ignore the filter.

Answer(s): D

15. 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): D

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

A. Move the Clone and Delete actions into the Quote Line Editor drawers.

B. Change the Actions Column Placement in package settings to Left.

C. Update the Custom Action Location to eft.

D. Set a lower value in the Display Order field in the Custom Action record.

Answer(s): A

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

Answer(s): D

18. 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): C

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): D

20. An Admin at Universal Containers wants to configure a bundle with multiple features and have the product code of all options displayed in a single field for easy rendering on the quote document.

What should the Admin do to achieve this?

A. Write a custom trigger.

B. Use package product code.

C. Create price rules and formula fields.

D. Combine roll-up fields with formula fields.

Answer(s): B
