



Marks4Sure

Salesforce

CPQ-Specialist

**Salesforce Certified  
CPQ Specialist (SU22)**

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# **IMPORTA**TI** OTICE**

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**Question #:1**

Universal Containers has recently begun to transition away from a handful of legacy products. These Products should be unavailable for selection on Quotes via CPQ to new or existing customers. The admin has deactivated the Products and disabled the Use Inactive Prices' package setting, but the Products continue to show up on new business Quotes that are submitted for approval.

What are two possible causes of this issue?

Choose 2 answers

- A. Users have saved the legacy products to their List of favorites.
- B. Users are cloning pre-existing Quotes that feature one or more of the legacy products.
- C. Search Filters are too broad and are returning legacy products.
- D. The Inactive legacy products have active Price Book Entries.

**Answer: C D****Question #:2**

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.

**Answer: D****Question #:3**

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is 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 substitute Approver, then add the rule to the existing Approval Chain as the first step.
  - C. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
  - D. 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.

**Answer: C****Question #:4**

Universal Containers wants to provide a 10% discount to Product A, but only when customers who have previously purchased at least one unit of Product A decide to purchase more. The CPQ admin has set up a price rule, but it is currently running on all lines that contain Product A. Product A is a subscription product.

How should the CPQ admin prevent this rule from firing when a customer first purchases Product A?

- A. Create a condition to evaluate a Summary Variable over previous subscriptions,
- B. Create a lookup query to check subscriptions for previously purchased products.
- C. Create a condition that checks that the Quote Line's Existing checkbox is set to True.
- D. Create an Option Constraint with Check Prior Purchases set to True.

**Answer: C****Question #:5**

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.

**Answer: C****Question #:6**

Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. • List Unit Price: \$100
  - Regular Unit Price: \$100
  - Customer Unit Price: \$90
  - Net Unit Price: \$90
- B. • List Unit Price: \$150
  - Regular Unit Price: \$150
  - Customer Unit Price: \$100
  - Net Unit Price: \$90
- C. • List Unit Price: \$150
  - Regular Unit Price: \$150
  - Customer Unit Price: \$140
  - Net Unit Price: \$140
- D. • List Unit Price: \$150
  - Regular Unit Price: \$100
  - Customer Unit Price: \$90

- Net Unit Price: \$90

**Answer: D****Question #:**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

- Set Pricing Method to Fixed Price on the Product record.
- Set Non-Discountable to True on the Product record.
- Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- Set Pricing Method to Block on the Product record.
- Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

**Answer: B D E****Question #:**8

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?

- Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- 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: C****Question #:9**

"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.

**Answer: D****Question #:10**

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

**Answer: C****Question #:11**

Universal Containers has an add-on Product that can only be sold as part of bundles.

Which two steps should the admin take to meet this requirement?

Choose 2 answers

- A. Create a Product Option record referencing the add-on Product for each bundle.
- B. Set the Customer Community Availability pick list on the add-on Product to Never,
- C. Create a Product Feature record referencing the add-on Product.
- D. Set the Component checkbox to True on the add-on Product record.

**Answer: A D****Question #:12**

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

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

**Answer: B D****Question #:13**

Universal Containers' users are able to generate Quote Documents and navigate to all Quote Document records in the org. These users ^re unable to use the View button on documents created by another user.

How should the admin ensure that users are able to view these documents by default?

- A. View All permissions should be granted on the Quote Document object.
- B. A workflow rule should be used to change the Document Folder field on the Quote object.
- C. The Document Folder chosen in package settings must be visible to all users.
- D. View All permissions should be granted on the standard Document object.

**Answer: C****Question #:14**

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.

**Answer: D**

**Question #:15**

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

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

**Answer: C**

**Question #:16**

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: C**

**Question #:17**

Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products. However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.

Which strategy should UC apply?

- A. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- B. Create a Filter Product Rule and Product Action with Type set to Optional Filter.
- C. Set the Default field on the Add Products Custom Action to TRUE.
- D. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.

**Answer: A**

**Question #:18**

A user created a Quote containing two Products. The Subscription Pricing field on Product A is blank. Product B has Subscription Pricing set to Percent of Total and both Products share the same Percent of Total Category. When the Contract is renewed, both Products are shown in the renewal Quote, but Product A has a Net Total of zero.

Why does Product A have a Net Total of zero?

- A. Renewal Model was set to Asset Based at the Account Level.
- B. The Asset Conversion behavior on the Product must be set to Allow Renewals.
- C. Include Net-New Products in Maintenance must be flagged in CPQ Package settings,
- D. Product A is an Asset that the customer already owns.

**Answer: A**

**Question #:19**

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.

**Answer: A**

**Question #:20**

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: A**

**Question #:21**

Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.

What should the admin configure in the product to meet this requirement?

- A. When creating the Product record, the SBQQ\_\_SubscriptionType\_\_c field and the SBQQ\_\_AssetConversion\_\_c field are set to Null. Use the SBQQ\_\_Quantity\_\_c field on the Quote Line record to define the number of months of Support requested by the customer.
- B. When creating the Product record, the SBQQ\_\_SubscriptionType\_\_c field is set to One-Time. Use the

- SBQQ\_\_SubscriptionTerm\_\_c field on the Quote record to define the number of months of Support requested by the customer.
- C. When creating the Product record, the SBQQ\_\_SubscriptionPricing\_\_c field is set to None. Use the SBQQ\_\_Quantity\_\_c field on the Quote Line record to define the number of months of Support requested by the customer.
- D. When creating the Product record, the SBQQ\_\_SubscriptionType\_\_c field is set to Renewable. Use the SBQQ\_\_SubscriptionTerm\_\_c field on the Quote record to define the number of months of Support requested by the customer.

**Answer: B****Question #:22**

The Admin at Universal Containers set up a Price Rule to override List Price with a discounted promotional price. The Price Action has a formula which is as follows: SBQQ\_\_ListPrice\_\_c \* (1 - Promotional\_Discount\_\_c). The Admin is finding that every Calculate is clicked, the price is adjusted. For example, if List Price is \$10.00 and promotional discount is 10%:  $10.00 * (1 - 0.10) = 9.00$ . The next time calculate is clicked, the following calculation takes place:  $9 * (1 - 0.10) = 8.10$ . If List Price must be overridden, how can this problem be fixed?

- A. The Salesforce CPQ package has an Original Price field which should be used instead of Last Price in the formula.
- B. Create a field to hold the Price Book price and populate on Quote creation with a Workflow Rule for use in the formula.
- C. Create a field to hold the Price Book price, and populate Before Calculate with ... Price Rule for use in the formula.
- D. The Salesforce CPQ package has an MSRP field which should be used instead of Last Price in the formula.

**Answer: A****Question #:23**

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.

**Answer: C****Question #:24**

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.

**Answer: D****Question #:25**

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

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

**Answer: D****Question #:26**

A user has created a Quote with a Start Date of January 1, 2022, and added two subscription Quote Lines. The term of the first subscription Quote Line is set to 11. The term of the second subscription Quote Line is set to 12. The Subscription Term Unit in the Instated Package Settings is set to Months. After creating a single Contract, the user creates a renewal Quote.

If the Amendment & Renewal Behavior is set to Latest End Date, what is the End Date of each Renewal Quote Line?

- A. The End Date of the first subscription will be November 30, 2023; the End Date of the second

- Ascription will be December 31, 2023.
- B. The End Date of both subscriptions will be December 31, 2023.
  - C. The End Date of the first subscription will be October 31, 2023; the End Date of the second subscription will be December 31, 2023.
  - D. The End Date of both subscriptions will be November 2023.

**Answer: A****Question #:27**

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: D****Question #:28**

The admin at Universal Containers is setting up permissions for internal sales users.

In addition to assigning the Salesforce CPQ User permission set, for which objects do the users need Read, Create, Edit, and Delete permissions?

- A. Quote, Quote Line, Quote Line Group, Quote Document
- B. Quote Template, Template Content, Template Section, Line Column
- C. Rule, Price Action, Price Condition, Lookup Query
- D. Discount Category, Discount Schedule, Discount Tier, Term Schedule

**Answer: D****Question #:29**

An Admin is working on a primary Quote attached to an Opportunity. The Pricebook & currency on the Quote

& opportunity match. However, not all products from the Quote are being transferred to the opportunity, & no error message is displayed. Which 3 reasons explain why these Products failed to create Opportunity Products? Choose 3 answers.

- A. “Exclude from Opportunity” is marked on the Product record.
- B. Products with a Price of zero do not transfer to the Opportunity.
- C. No valid pricebook entry can be found for these products.
- D. Validation Rules on the Opportunity product silently fail.
- E. Products with an effective quantity of zero do not transfer to the opportunity.

**Answer: A D E**

**Question #:**30

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

The Product has been configured as such:

<b>Percent Of Total (%)</b>	10
<b>Subscription Term</b>	12

Which product and option configuration will attain the required pricing?

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

<b>Object</b>	<b>Field</b>	<b>Data</b>
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Scope	Net
Product Option	Percent of Total Base	Components

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

<b>Object</b>	<b>Field</b>	<b>Data</b>
Product	Pricing Method	Percent of Total
Product	Percent of Total Scope	Components
Product Options	Percent of Total Base	Customer

- C. C:\Users\Admin\Desktop\Data\data\Untitled.jpg

<b>Object</b>	<b>Field</b>	<b>Data</b>
Product	Pricing Method	Percent of Total
Product	Percent of Total Base	Customer
Product Options	Percent of Total Scope	Package

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

<b>Object</b>	<b>Field</b>	<b>Data</b>
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Base	Net
Product Option	Percent of Total Scope	Components

- E. Option A
- F. Option B
- G. Option C
- H. Option D

**Answer: C**

#### Question #:31

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

- A. Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.
- B. Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.
- C. Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.
- D. Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

**Answer: D**

#### Question #:32

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

**Answer: A**

**Question #:33**

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.

**Answer: A**

**Question #:**34

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: C**

**Question #:**35

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

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

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

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

**Answer: C**

**Question #:**36

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

**Answer: C**

**Question #:37**

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: D**

**Question #:38**

Universal Containers (UC) sells containers in three sizes. The admin has created a bundle product for the container with Product Options for different size lids. The admin has also created a Configuration Attribute called Container Size with three different values. When a user selects a particular size container in the Configuration Attribute, only the lid for that size container should be available for selection. An admin has created a lookup table to capture which Product Options are valid for each container size.

Which steps should the admin take using a Product Rule to ensure only the lids of the correct size are sold with each container?

- A. Create a Product Rule of type Selection.

Create a Lookup Query which compares the Configuration Attribute value to the lookup table to able the invalid options.

- B. Create a Product Rule of type Alert.

Create A lookup Query which compares the Configuration Attribute value to the lookup table and warns a Product Rule of type Selection.

- C. Create a Product Rule of type Selection.

Create a Lookup Query which compares the Configuration Attribute value to the lookup table and select the valid option.

- D. Create a Product Rule of type validation.

Create a Lookup Query which compares the Configuration Attribute value to the lookup table and prevents the user from saving without selecting the valid option.

**Answer: C**

**Question #:39**

An admin wants to set up a rule involving three Term Conditions, where Term Condition 1 is required, and either Term Condition 2 or Term Condition 3 is required.

How should the admin write this advanced Condition?

- A. 1 AND (2 OR 3)
- B. 1 OR (2 AND 3)
- C. (1 AND 2) OR 3
- D. 1 AND 2 (3)

**Answer: A**

**Question #:40**

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

**Answer: A B**

**Question #:**41

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

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

**Answer: D**

**Question #:**42

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.

**Answer: A**

**Question #:**43

The sales reps at Universal Containers want the Quote Line Editor to always display the column headers and the Quote Total on the desktop user interface, regardless of how many Quote Lines are present.

How can an admin meet the requirement?

- A. Enable Large Quote Experience to freeze the Total and column headers.
- B. Enable Compact Mode so all of the Quote Lines fit on the screen at once.
- C. Enable Large configurations to freeze the Total and Column Headers.
- D. Enable the Group Line items checkbox on the Quote to be checked by default.

**Answer: A**

**Question #:44**

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- A. Keep Bundle Together
- B. Visualize Product Hierarchy
- C. Enable Product Option Drawer
- D. Preserve Bundle Structure

**Answer: B**

**Question #:45**

An admin has created a Small Business Bundle product with List Price \* 55.00 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

**Answer: B**

**Question #:46**

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: B****Question #:47**

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?

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

**Answer: B****Question #:48**

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

**Answer: C****Question #:49**

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: B**

**Question #:50**

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: A B C**

**Question #:51**

Cloud Kicks creates detailed quotes for its customers which show the list of all items to be sent to each shipping location. A number of customers have requested a summary overview to be appended that shows the total quantity of each product added to the Quote, regardless of shipping location.

What should the admin do to meet the requirement?

- A. Construct a series of roll-up summary fields on the Quote that store the sum of the quantities for each product and subsequently render these fields on the output document.

- B. Set the Roll-Up Field to the Product Name in the Quote Template Section and select Roll Up in the Quantity Line Item Column.
- C. Change the Group Field to Product Name on the Template Section and set the Summary Function to SUM on the Quantity Line Item Column.
- D. Construct a Summary Variable that calculates the total quantity for each product and render this on the output document in a new section.

**Answer: B****Question #:52**

An admin has created a bundle with four Product Options for Products A, B, C, and D.

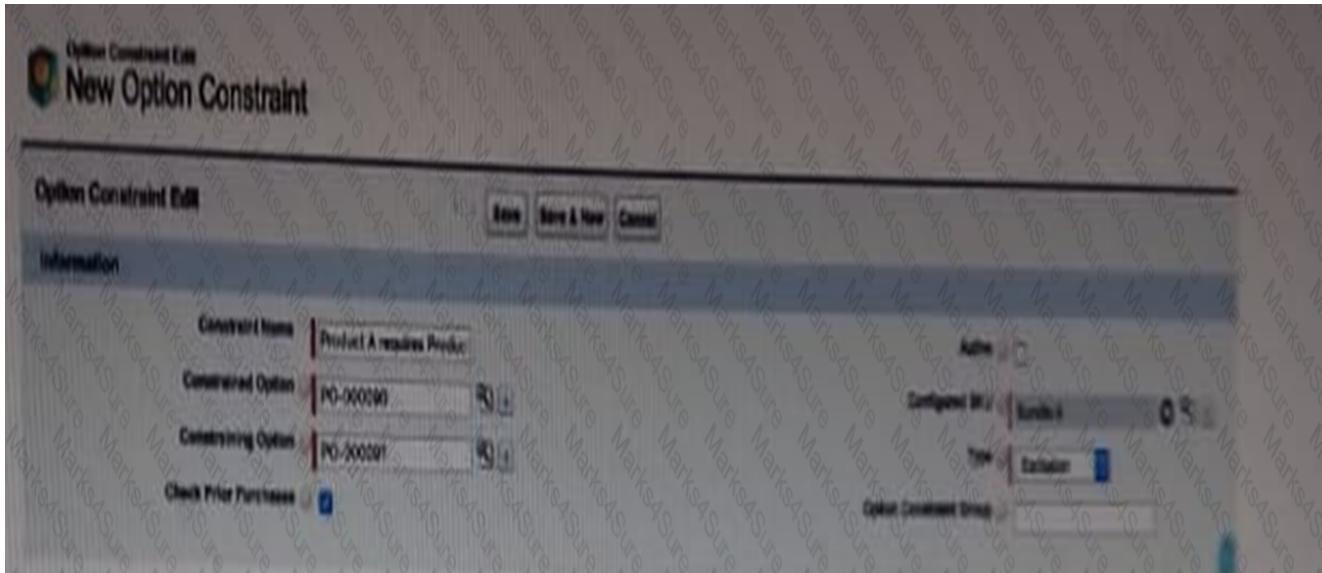
When configuring the bundle, the user should not be allowed to select both Product C and Product D at the same time.

How should the admin set up Bundle A to accomplish this?

- A. Create an Option Constraint and set Type = Dependency
- B. Create a Product Feature and set both Min Options and Max Options to 4.
- C. Create an Option Constraint and set Type = Exclusion.
- D. Create a Product Feature and set both Min Options and Max Options to 1.

**Answer: C****Question #:53**

An admin is setting up multiple Option Constraints. When configuration the bundle. a user should be unable to select Product B unless the user has also selected Product A.



What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

- A. Option Constraint Group should be populated.
- B. Check Prior purchases should be set to False.
- C. type should be dependency.
- D. The Active checkbox should be set to True.

**Answer: C D**

#### Question #:54

"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}

**Answer: A****Question #:55**

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.

**Answer: C****Question #:56**

The products sold by Universal Containers (UC) have a Product Family of Hardware or Software. Each Quote should only contain one of the Product Families. At the time of Quote creation, the sale rep is required to populate a custom picklist with the API name Family\_\_c with values of Hardware and Software.

If the sales rep selects Hardware for the Family\_\_c field, the rep should only be able to add Products with the Product Family of Hardware to the Quote. The same premise applies for the value Software for the Family\_\_c field.

How should the Admin meet this requirement?

- A. Create a Custom Action Condition related to the Add Products Custom Action where:
  - Target Object is Quote
  - Field is Family\_\_c
  - Filter value is Product Family
- B. Create a Custom Action Condition related to the Add Products Custom Action where:

- Target object is Product  
Field is Product Family  
Filter Value is Family\_\_c
- C. Create a Search Filter related to the Add Products Custom Action Where:
- Target Object is Quote  
Target Field is Family\_\_c  
Operator is Equals  
Filter Source Object is Product  
Filter Source Field is Product Family  
Hidden is True
- D. Create a Search Filter related to the Add Products Custom Action Where:

Target Family is Product  
Target Field is Product Family  
Operator is Equals  
Filter Source Object is Quote  
Filter Source Field is Family\_\_c  
Hidden is True.

**Answer: A**

**Question #:57**

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

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.

**Answer: B**

**Question #:**58

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: C**

**Question #:**59

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. -\$2S0
- B. -\$2,500
- C. -\$350
- D. -\$3,500

**Answer: B**

**Question #:**60

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: B C**

**Question #:61**

A subscription product that was newly created fails to display In the Product Selection screen when users search for It

What are three possible reasons for this behavior? Choose 3 answers

- A. The Component checkbox is TRUE on the Product record.
- B. The Active checkbox Is FALSE on the Product record.
- C. The Optional checkbox is TRUE on the Product record.
- D. The Product Is missing a related Cost record.
- E. The Product is missing a Pricebook Entry for the Quote's Pricebook.

**Answer: A B C**

**Question #:62**

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

**Answer: A**

**Question #:63**

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. API name of the field in the Tested field.
- B. Salesforce ID of the Error Condition record.
- C. Value of the Index field.
- D. Value of the Condition # field.

**Answer: C**

**Question #:64**

An Admin at Universal Containers wants to set up a product bundle that dynamically generates SKUs depending on what their users choose during the selling process. Which three fields are required for this type of configuration?

- A. Component Code Position
- B. Custom Configuration Page
- C. Component Description Pattern
- D. Component Code
- E. Configured Code Pattern

**Answer: A D E**

**Question #:65**

Upon renewal of a Contract, a user has reported that bundles are being created without preserving the structure. This leads to validation errors and unwanted price changes. The admin has identified that Preserve Bundle Structure is set to FALSE on a system generated Contract record.

What should the admin do to prevent this issue from happening in the future?

- A. Set Preserve Bundle Structure to TRUE on existing Account Records, and update the Re-evaluate Bundle Logic on Renewals setting in the Installed Package Settings to TRUE.
- B. Set Preserve Bundle Structure to TRUE on existing Contract and Account Records, and update the Preserve Bundle Structure setting in the Installed Package Settings to TRUE,
- C. Set Preserve Bundle Structure to TRUE on existing Account Records, and change the default field value on the Contract object to TRUE.
- D. Set Preserve Bundle Structure to TRUE on existing Contract Records, and set field level security for Preserve Bundle Structure on the Contract object to only be editable by System Admins.

**Answer: A**

**Question #:66**

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: C D**

**Question #:67**

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.

Which Subscription field values should the admin set to meet this requirement?

- A. • Subscription Term: 12
- Subscription Type: One-Time
- Subscription Pricing: Fixed Price

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

**Answer: A****Question #:68**

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: B****Question #:69**

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: D**

**Question #:70**

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

- A. Set and choose a Category on the Feature.
- B. Set Option Layout to Tabs on the Feature.
- C. Set Option Layout to Tabs on the Product.
- D. Set and choose a Group on the Feature.

**Answer: C**

**Question #:71**

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.

**Answer: A**

**Question #:72**

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: C**

**Question #:73**

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: B**

**Question #:74**

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.

**Answer: B D**

**Question #:75**

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.

**Answer: C D**

**Question #:76**

Universal Containers has developed a new subscription Product that will replace another subscription Product.

The admin needs to ensure:

- Only the new Product can be added to new Quotes.
- Contracts with the old Product can be amended.

- Renewals will be created with the replacement Product.

Which two actions should the admin take to meet the requirements?

Choose 2 answers

- Uncheck the Active field on all Price Book entries for the old Product.
- Set the Renewal Product field on the old Product to lookup to the new Product.
- Update the SBQQ\_Product\_c field on the Subscriptions that need to be renewed.
- Make the Product unavailable by unchecking the Active field on the old Product.

**Answer: B C**

**Question #:77**

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?

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

**Answer: A**

**Question #:78**

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?

- 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

**Answer: C**

**Question #:**79

An admin wants users to make changes in the configurator without Product Rules evaluating on every update. Users should be able to manually fire the rules. The admin has created Product Rules with an Evaluation Event of Edit or Always.

Which final step should an admin take to meet this requirement?

- A. Enable Large Configurations set to TRUE in package settings.
- B. Ensure the Apply Rules Custom Action is active.
- C. Set Configuration Event on the bundle parent Product record to Always.
- D. Create all Product Options with Apply Immediately Context set to NULL.

**Answer: C**

**Question #:**80

An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products

only. The fields are set up to correctly map between Quote Lines and Product Options.

Which setup will 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. Auto-Select is False.
- C. On the Configuration Attribute. Apply to Product Options is False.
- D. On the bundled parent. Apply to Product Options is False.

**Answer: D**

**Question #:81**

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

- A. The Approval Chains start the same time and are completed independent of other chains.
- B. The Approval Chains are completed in the order displayed on screen.
- C. The Approval Chain with the lowest Approval Step is completed first.
- D. The Approval Chain with the lowest Final Approval Step value is completed first.

**Answer: D**

**Question #:82**

A sales rep at Universal Containers is adjusting pricing for a subscription 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: \$216.00
  - Customer Unit Price: \$168.00
  - Net Unit Price: \$156.00
- C. • Regular Unit Price: \$108.00
  - Customer Unit Price: \$86.40
  - Net Unit Price: \$82.08
- D. • Regular Unit Price: \$216.00
  - Customer Unit Price: \$172.80
  - Net Unit Price: \$164.16

**Answer: D****Question #:83**

UC sells Product A with a tiered pricing model using a discount schedule with three discount tiers. They signed an agreement with their client ACME Tools that give this client a 50% discount on Product A with a flat rate for next calendar year.

Which set of actions would meet these requirements?

- A. Create a price book specific to ACME Tools with a price book entry at half the price for Product A and create a workflow rule that assigns this price book to all opportunities for ACME Tools."
- B. Create a price rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote lines for Product A when the account associated with the quote is ACME Tools.
- C. Create a discount schedule with a single discount tier at 0% discount and associate it with a contracted price giving 50% discount to Product A on the ACME Tools account record.
- D. Create a price rule that applies the 50% discount to the list price and injects it into the Customer Price field on the quote line when the account associated with the quote is ACME Tools.

**Answer: C****Question #:84**

An admin notices the fields placed in the SBQQ\_SearchFilter Field Set on the Product object are different than the fields displayed when using the Filter action in Product Selection-Why are the fields shown to the user

different than those defined in the SBQQ\_SearchFilter Field Set during Product Selection?

- A. Check for any Search Filter records that have been created In the org. If present. Search Filters override the values defined in the SBQQ\_SearchFilter Field Set
- B. Ensure that any fields Included in the SBQQ\_SearchFilter Field Set on Product are also included In the SBQQ\_SearchResults Field Set
- C. Establish a Product Results Group Field Name In the CPQ Package Settings. This enables compatibility with filtering.
- D. Set Large Quote Experience in the CPQ Package Settings to True. The enhancements made to search filtering are only available in the Large Quote Experience.

**Answer: C**

**Question #:85**

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.

**Answer: A D**

**Question #:86**

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.

**Answer: B****Question #:87**

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.

**Answer: D****Question #:88**

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval 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 must approve.

**Answer: A D****Question #:89**

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: C****Question #:90**

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle.

How should the Admin meet this requirement?

- A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.  
On the Product Option, set the Selected field to True.
- B. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.  
On the Product Option, set the System field to True.
- C. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.  
Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.  
On both Product Option records, set the Required field to True.
- D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.  
On the Product Option, set the Bundled field to True.

**Answer: D****Question #:91**

Universal Containers (UC) sells Its Support SKU both as a stand-alone Product and a Product Option within a bundle. When sold as a stand-alone Product, the expected List Unit Price Is \$1,000. When sold as part of a

bundle, UC wants to reduce the List Unit Price to \$800.

What should the admin do to meet the requirement?

- A. Enter 20 into the SBQQ\_Discount\_c field on the Product Option to reduce the price from \$1,000 to \$800.
- B. Enter 800 Into the SBQQ\_UnitPrice\_c field on the Product Option to define a bundle-specific price for Support.
- C. Create a Product Rule to Insert 800 into the SBQQ\_ListPrice\_c field on the Quote Line when the SBQQ\_RequiredBy\_c field is blank.
- D. Create a workflow rule to insert 800 into the SBQQ\_ListPrice\_c field on the Quote Line when the SBQQ\_RequiredBy\_c field is blank.

**Answer: A**

**Question #:92**

Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted. What is the likely cause?

- A. The Revised Quantity has been set on the Subscription record.
- B. The Products have a Discount Schedule and Cross Order is not selected.
- C. A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- D. A Price Rule is firing On Calculate and changing the Effective Quantity.

**Answer: B**

**Question #:93**

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- A. Asset and Order Product
- B. Order Product
- C. Asset and Opportunity Product
- D. Asset

**Answer: A****Question #:94**

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: B D****Question #:95**

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.

**Answer: C****Question #:96**

At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appear on one contract.

What are two ways the CPQ specialist can meet these requirements?

Choose 2 answers

- A. Set Order Product Date to Today when the record is created using Process Builder.

- B. Set Contracting Method on the Order to Single Contract.
- C. Set package Default Order Start Date to Today.
- D. Set Quote Contracting Method to By Subscription End Date.

**Answer: B C****Question #:97**

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: B****Question #:98**

A User at Universal Containers created a quote containing two products. Product A is marked as Include in Percent of Total, with Subscription Pricing blank. Product B has Subscription Pricing set to Percent of Total. When the Contract is renewed, both products are shown in the renewal quote, but Product A has a Net Total of zero. Which reason explains why Product A does not have a non-zero total?

- A. The Asset Conversion behavior on the Product must be set to Allow Renewals.
- B. Product A is an Asset that the Customer already owns, and will not be priced again.
- C. Renewal Pricing Method was set to Subscriptions Only at the Account Level.
- D. Include Net-New Products in Maintenance must be flagged in CPQ Package settings.

**Answer: D****Question #:99**

An annual subscription for Product A sells for \$100 and has a Term Discount Schedule established on its Product record. A volume-based Discount Schedule is related to Contracted Price that applies to Product A. Product A is added to a Quote for an Account that uses the Contracted Price. As quoted, product A qualifies for a 10% volume-based discount and a \$20 term-based discount.

Which values for Special Price and Regular Price are expected if the Quote's Subscription Term is 24 months?

- A. Special Price = \$100, Regular Price = \$144
- B. Special Price = \$90, Regular Price = \$140
- C. Special Price = \$72, Regular Price = \$144
- D. Special Price = \$100, Regular Price = \$140

**Answer: D**

**Question #:100**

Universal Containers has five Products.

Product Name	Pricing Method	Subscription Pricing	Percent of Total (%)	List Price
Admin Hour	List	Fixed Price		\$50
Cloud Storage 1 GB	List	Fixed Price		\$100
CPU 2.2 GHz	List			\$250
CPU 1.1 GHz	List			\$100
Warranty	Percent of Total		10	\$25

The Percent of Total Category field for the Warranty Product is null.

What would the Warranty's List Unit Price be If all Products are added to a Quote with a Quantity of 1?

- A. \$25.00
- B. \$50.00
- C. \$35.00
- D. \$15.00

**Answer: B**

**Question #:101**

A bundle has a Product Option with the Quantity Editable field set to FALSE However, the user can still change the quantity during configuration and save the new value to the Quote Line Editor.

Which property of the Product Option allows for this scenario?

- A. Required = FALSE
- B. Min Quantity = 1
- C. Quantity = NULL
- D. Type = Related Product

**Answer: D**

**Question #:102**

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.

**Answer: A**

**Question #:103**

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 filed on the Quote to a picklist value that represents a custom Quote Line field.

**Answer: A****Question #:104**

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

**Answer: A****Question #:105**

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.

**Answer: D****Question #:106**

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:

	Product A	Product B
Subscription Pricing	Fixed Price	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. \$24, 00
- C. \$120, 00

**Answer: B**

**Question #:107**

The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B it is automatically selected when the User selects Product A. The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?

- A. Set Apply Immediately to True on Product record for Product A.
- B. Set Apply Immediately to True on Product record for Product B.
- C. Set Apply Immediately to True on Product Option record for Product B.
- D. Set Apply Immediately to True on Product Option record for Product A.

**Answer: A**

**Question #:108**

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote

for approval.

How can the admin meet this requirement?

- A. Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.
- B. Using Advanced Approvals, place the Preview Approval button on the Quote page layout.
- C. Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.
- D. Using Native Approvals, build a custom button to display the approval matrix to users.

**Answer: B**

**Question #:109**

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: C**

**Question #:110**

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 area. The quote document should display the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

- A. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.
- B. 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.
- C. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.
  - D. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.

**Answer: B****Question #:111**

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.

**Answer: A****Question #:112**

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: B C E****Question #:113**

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.

**Answer: C**

**Question #:114**

Universal Containers (UC) sells two fixed-priced subscriptions (Products A and B) and one Percent Of Total subscription Product (Product C), which is calculated as a percentage of the List total of Products A and D. Both Products A and B are marked as 'Include in Percent Of Total'. UC also wants to enable ramping of quantities and pricing for all three Products on a yearly basis.

Which solution should the admin use to meet the requirement?

- A. Use Quote Line Groups for each annual term and set the Percent Of Total Scope on Product C to Group.
- B. Add Products A, B, and C to the Quote for the desired Quote Subscription Term.
- C. Set the Percent Of Target to Product C for Product A and B
- D. Implement a Quote Calculator Plugin (QCP) to aggregate Product A and B by segment.

**Answer: C**

**Question #:115**

Universal Containers only sells-fid Products as part of a container Product. The admin wants to hide all lid Products from Product Selection.

- A. Set the Product Family value to Accessory.
- B. Check the Component checkbox.
- C. Include lid Products in the description of container Products.
- D. Check the Hidden checkbox.

**Answer: B**

**Question #:116**

Northern Trail Outfitters (NTO) has recently expanded abroad, and has implemented multi-language document generation to send quotes in multiple languages. An end-user has reported that although most of the document has been translated, the Product Family, which is shown for every Quote Line in the Line Items section, is always shown in English.

What should the NTO admin do to correctly implement the translation for the Product Family picklist field?

- A. Use the CPQ Localization object and create a Localization value for Product Family.
- B. Use the Translation Workbench to translate the label of each picklist value in the required languages.
- C. Create a series of formula fields on the Product object, rendering the correct Product Family for every language.
- D. Refer to a Custom Metadata Type in the Output Document, which holds the translated values for each language of the picklist.

**Answer: B****Question #:117**

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

**Answer: D****Question #:118**

Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line.

Which property must be present on the additional Quote Line to create a Subscribed Asset at the time of Contract generation?

- A. Subscription Pricing equals Percent Of Total
- B. Pricing Method equals Percent Of Total

- C. Package equals True
- D. Bundled equals True

**Answer: B****Question #:119**

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 field has been created on the Asset record. UC contracts from the Order.

When leveraging the twin field functionality to pass this information 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

**Answer: D****Question #:120**

An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and 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 to meet this requirement?

- A. Configuration Attribute and Product Option
- B. Product Option and Quote Line
- C. Product Option and Quote
- D. Configuration Attribute and Quote

**Answer: B****Question #:121**

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 Results Group Field Name field in Additional Settings.
- D. Select Product Family in the Product Search Plugin field in Plugins.

**Answer: C**

**Question #:122**

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: C**

**Question #:123**

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 field Configuration Type to Required and Configuration Event to Always.
- C. Set the bundle product record field 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: C**

**Question #:124**

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: A B**

**Question #:125**

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- B. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.
- C. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- D. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.

**Answer: B**

**Question #:126**

A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.

How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- B. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- C. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- D. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.

**Answer: A**

**Question #:127**

Universal Container (UC) has a required Configuration Attribute for color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the Admin need to create the Color field to meet this requirement?

- A. Product Option, Quote Line.
- B. Quote Line, Asset.
- C. Product, Product Option.
- D. Product, Quote Line.

**Answer: A**

**Question #:128**

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.

**Answer: A****Question #:129**

Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line.

Which approach should the CPQ Specialist recommend to meet this business requirement?

- A. A Price Rule with the Calculation Event of On Initialization to update the picklist field
- B. A Process Builder on the Quote Line to update the picklist field
- C. A Workflow Rule and field update on the Quote Line to update the picklist field
- D. A Price Rule with the Calculation Event of After Calculate to update the picklist field

**Answer: D****Question #:130**

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%	
Silver Hardware Maintenance Discount	Name	Lower	Upper	Amt	Product
	1-10	1	11	8%	
	11-20	11	21	12%	
	21+	21	-	15%	
Gold Hardware Maintenance Discount	Name	Lower	Upper	Amt	Contracted Price
	1-10	1	11	10%	
	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

**Answer:** B

**Question #:**131

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.

**Answer: B C**

**Question #:**132

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.

**Answer: B**

**Question #:**133

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: A C D**

**Question #:**134

A user at Universal Containers has logged a ticket stating that Cloud Storage Support is priced incorrectly. Based on a Quote with a 12-month Subscription Term and the information below, take the first steps in verifying their claim by calculating the support pricing. What is the calculated List Unit Price the user should see for Cloud Storage Support?

Cloud Storage

List Unit Price - \$1,000

Net Unit Price - \$500

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - False

Exclude From Percent of Total - False

Cloud Backup

List Unit Price - \$500

Net Unit Price - \$250

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - TRUE

Exclude From Percent of Total - False

Cloud Storage Ent Replication

List Unit Price - \$4,000

Net Unit Price - \$2,000

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - TRUE

Exclude From Percent of Total - Flase

Cloud Storage Support

Default Subscription Term - 1

Subscription Pricing - Percent of Total

Percent of Total Base - Net

Percent of Total (%) - 10%

- A. \$225
- B. \$25
- C. \$50
- D. \$27

**Answer: A**

**Question #:135**

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

**Answer: C**

**Question #:136**

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.

**Answer: B**

**Question #:137**

"UC has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with:

- : A List Price of,Included.nM
- : A Net Price of SO, since it is included with the bundle's price.

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

- A. Select the Required checkbox on the Product Options.
- B. Select the Selected checkbox on the Product Options.
- C. Set the Unit Price on the Product Options to be \$0."
- D. Select the Bundled checkbox on the Product Options.

**Answer: D**

**Question #:138**

Fore a quote with a Subscription Term of 18 months, what is the calculated price for the standard pricing fields?

A)

- Regular Unit Price: \$1,350
- Customer Unit Price: \$1,080
- Partner Unit Price: \$540
- Net Unit Price: \$594

B)

- Regular Unit Price: \$500
- Distributor Unit Price: \$550
- Partner Unit Price: \$275
- Net Unit Price: \$192.50

C)

- Regular Unit Price: \$1,500
- Distributor Unit Price: \$1650
- Partner Unit Price: \$825
- Net Unit Price: \$577.50

D)

- Regular Unit Price: \$270
- Customer Unit Price: \$216
- Partner Unit Price: \$108
- Net Unit Price: \$118.80

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

**Answer: A****Question #:139**

When initially configuring a bundle, all Product Options are visible. A Configuration Attribute combined with a Product Rule is used to hide or show Product Options depending on the value of the Configuration Attribute. The initial configuration was successful, but a user has reported that upon bundle reconfiguration, all Product Options are visible. The Configuration Attribute retains the value that was set initially.

What should the admin do to resolve the issue?

- A. Change the Evaluation Event of the Product Rule to Load.
- B. Ensure that Apply to Product Options is set to TRUE on the Configuration Attribute.
- C. Ensure that Apply Immediately is set to TRUE.

- D. Change the Evaluation Event of the Product Rule to Always.

**Answer: C**

**Question #:**140

Universal Containers (UC) serves different Quote Line fields to users based on whether a Quote represents business, an amendment, or a renewal. Users have complained about numerous renewal-related Quote fields that show up in the Quote Line Editor irrespective of the Quote's Type.

In addition to creating custom Quote field sets for each Type, how should the UC admin meet this requirement?

- A. Create a Quote Line formula field called EditLinesFieldName that returns the name of the applicable field set.
- B. Create a Quote formula field called HeaderFieldName that returns the name of the applicable field set.
- C. Use a Price Rule to populate the Quote field called HeaderFieldName with the name of the applicable field set.
- D. Use a Price Rule to populate the Quote field called EditLinesFieldName with the name of the applicable field set.

**Answer: A**

**Question #:**141

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

**Answer: A**

**Question #:**142

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are

aggregated when determining the Discount Tier?

- A. Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.
- B. Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.
- C. Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.
- D. Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.

**Answer: A**

**Question #:143**

Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually?  
Choose 2 answers

- A. Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.
- B. Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- C. Set the product up to use the Renewable value in the Subscription Type field.
- D. Create a workflow rule to check the Evergreen checkbox on the generated contract.

**Answer: A B**

**Question #:144**

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: C D****Question #:145**

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

**Answer: A**

**Question #:146**

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

**Answer: A****Question #:147**

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.

What should the admin set up to satisfy this requirement?

- A. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.
- B. A value of 10 should be added to the Max Options field on the feature record.
- C. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- D. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.

**Answer: B****Question #:148**

An Admin created a picklist field on the Product Option object called Picklist123\_\_c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123\_\_c. The Admin

selected Bundle Z during Product Selection and populated a value for Picklist123\_\_c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. Create a Workflow Rule that updates the Product Option field upon entering configuration.

- B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- C. Create field Picklist123\_c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- D. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.

**Answer: C****Question #:149**

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

**Answer: A****Question #:150**

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.

**Answer: D****Question #:151**

Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. Update Percent of Total (%) on the hardware products to 10.
- B. Update Percent of Total Target on Warranty to Standard Warranty.
- C. Update Percent of Total Category on the hardware products to Hardware.
- D. Update Percent of Total Base on Warranty to Net Price.

**Answer: D****Question #:152**

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 price?

- 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.

**Answer: B****Question #:153**

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: Month  
Subscription Prorate Precision: Day

- B. Subscription Term unit: Month  
Subscription Prorate Precision: Month
- C. Subscription Term unit: Month  
Subscription Prorate Precision: Month + Daily
- D. Subscription Term unit: Day  
Subscription Prorate Precision: Day.

**Answer: B****Question #:154**

A series of Quote Terms QT-0001 through QT-0005 should appear before a Line Items table. Quote Terms QT-0006 through QT-0007 should appear after the Line Items table.

What is the most efficient way to Implement this Quote Template?

- A. Create a Line Items table in rich-text format as a Quote Term record, representing each field in the table as a bulleted list under a separate header that represents the columns.
- B. Create two Quote Terms and add a Line Items table in a single HTML type Template Content Record and connect the Quote Terms with the Template Content represented as HTML tables.
- C. Create a Line Items table and two Quote Term type Template Content records to associate, and then set the order for each Quote Term with each Template Content record.
- D. Create the Line Items table and Quote Terms as a required Additional Document related to the Quote Template, and then set the order for each document and mark as Required'.

**Answer: C****Question #:155**

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 for the Quote Line?

- A. USD 118.31
- B. USD 100.00
- C. USD 125.00
- D. USD 116.67

**Answer: D****Question #:156**

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: A C****Question #:157**

An Admin created a picklist field on the Product Option object called Picklist123\_c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123\_c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123\_c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. Create a Workflow Rule that updates the Product Option field upon entering configuration.
- B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- C. Create field Picklist123\_c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.

- D. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.

**Answer: C****Question #:158**

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.

What should the admin do to limit the options in the bundle that are displayed to the user when a service level is selected?

- A. Create a validation Product Rule that uses a Lookup Query to a custom object and shows a message to the user when an inconsistent option is selected.
- B. Create a selection Product Rule that uses a Lookup Query to a custom object and shows or hides Product Options based on the service level.
- C. Create a Price Rule that uses a Lookup Query and sets the quantity to zero for any Product Options that are mismatched with the selected service level.
- D. Create a filter Product Rule that uses a Lookup Query and shows the relevant Product Options for the selected service level.

**Answer: B****Question #:159**

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

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

- A. Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- B. Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- C. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID Into the SBQQ\_\_QuotePricebookId\_\_c on the Opportunity.
- D. Create two Price Books: one General Access Price Book with the 80 generally available Products,

and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

**Answer: D****Question #:160**

When amending a contract, users have reported that the net pricing of some products is Incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause'

- A. The Use Legacy Amend/Renew Service is TRUE in the package settings.
- B. The products have a Discount Schedule and Cross Order Is unselected.
- C. The products' Pricebook Entry prices were changed after the Contract was generated.
- D. The Renewal Price and the Net Price on the Upgraded Subscriptions are different values.

**Answer: B****Question #:161**

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

- A. The fields that trigger a calculation event to occur.
- B. The fields that appear in the Quote Line Drawer.
- C. The Quote Line fields that are visible.
- D. The Quote fields that may be edited.

**Answer: C****Question #:162**

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

**Answer: C****Question #:163**

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.

**Answer: C****Question #:164**

Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.

What two Option configurations that must be utilized for Product B to meet the requirement?

- A. Set Bundle to FALSE.
- B. Set Required to FALSE.
- C. Set Selected to TRUE.
- D. Set Quantity Editable to TRUE.

**Answer: B C****Question #:165**

A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.

What are two reasons that could explain this behavior?

Choose 2 answers

- A. Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0.
- B. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.
- C. The Price Book Entry of the Product has been set to Inactive.
- D. The Exclude from Opportunity checkbox on the Product has been set to TRUE.

**Answer: A D**

**Question #:166**

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

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

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

**Answer: D**

**Question #:167**

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: A****Question #:**168

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: C D****Question #:**169

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

**Answer: A B****Question #:**170

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: A B E****Question #:171**

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- A. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- B. The Target Field maintains its original value and an error message appears in the Quote Line Editor.
- C. The value from the record that was created most recently is applied to the Target Field.
- D. The value from the first record sorted alphabetically by Name is applied to the Target Field.

**Answer: B****Question #:172**

Universal Containers 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

Which approach will allow the Quote Line's List Price to reflect these tiers?

- A. Set the Product's Pricing Method = List and Create Block Prices.
- B. Set the Product's Pricing Method = Block and Create Block Prices
- C. Create a Discount Schedule with Type = Range and Discount Unit = Price.

- D. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.

**Answer: D**

**Question #:173**

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- A. Add the Cost to the Product's Price Book Entry Cost field. ^
- B. Use a Price Rule to set the Cost field on the Quote Line.
- C. Create a Cost record in the Product's Costs related list.
- D. Add a Cost Discount Schedule to the Products Discount Schedule related list.

**Answer: C**

**Question #:174**

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

**Answer: A**

**Question #:175**

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

- A. Validation
- B. Filter

- C. Alert
- D. Selection

**Answer: C****Question #:176**

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 actions 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

**Answer: A C****Question #:177**

An Admin wants to set up a product so a user can see all available options and selected options by scrolling in a single page.

Which updates should the Admin make to meet this requirement?

- A. Update Option Layout on the parent Product record to Wizard.
- B. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- C. Create feature to the parent product and assign all Option to one of the created features.
- D. Update option layout on the parent Product record to Sections.

**Answer: D****Question #:178**

Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group for 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.

**Answer: C**

**Question #:179**

Universal Containers designates all miscellaneous components with a Product Family that equals MISC. The admin wants to automatically exclude these components from the output document.

What should the admin do to meet this requirement?

- A. On the Quote Template record, set the Show Bundled Products checkbox to False.
- B. On the Quote Template record, set the Show All Package Products checkbox to True.
- C. On the Template Section record, set filter fields to Product Family, Not Equals, and MISC.
- D. On each Product record with a family set to MISC, set the Component checkbox to True.

**Answer: A**

**Question #:180**

The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the calculator?

- A. The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.
- B. Revoke the Advanced Calculator and re-authorize the Calculation Service.
- C. Rename the custom field label, then recreate the Price Action to reference the new field label.
- D. Re-execute the Post Install Script in Package settings to ensure the Calculator Referenced Fields are up-to-date.

**Answer: D****Question #:181**

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.

**Answer: A B****Question #:182**

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.

**Answer: C D****Question #:183**

Northern Trail Outfitters has two products:

**Adventure in a Box**

<b>Pricing Method</b>	<b>List</b>
<b>Subscription Pricing</b>	<b>Fixed Price</b>
<b>Subscription Term</b>	<b>1</b>
<b>Include in Percent of Total</b>	<b>True</b>

**Premium Support**

<b>Pricing Method</b>	<b>List</b>
<b>Subscription Pricing</b>	<b>Percent Of Total</b>
<b>Subscription Term</b>	<b>1</b>
<b>Percent of Total (%)</b>	<b>10%</b>
<b>Percent of Total Base</b>	<b>List</b>

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

**Answer: C**

Question #:184

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: A C****Question #:185**

Universal Containers requires its customers to commit to a new 12-month Contract Term whenever requests to modify the existing Contract are made.

Which two steps should the Admin take to generate accurate Order records? Choose 2 answers

- A. Use the Evergreen Contract feature to permit existing Contracts to be extended beyond the original term.
- B. Renew the existing Contract, amend the Quote Start Date to today, and modify the Quote Lines to reflect a new 12-month term. Process the Renewal using the normal Quote > Order > Contract flow.
- C. Amend the existing Contract, updating all Quote Line Quantities to zero, effectively cancelling the Contract. Process the Amendment using the normal Quote > Order > Contract flow.
- D. Amend the existing Contract and extend the End Date to 12 month from today. Process the Amendment using the normal Quote > Order > Contract flow.

**Answer: B D****Question #:186**

Universal Containers has developed a new subscription Product that will replace another su

The admin needs to ensure:

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

Which two actions should the admin take to meet the requirements?

Choose 2 answers

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

**Answer: B C**

**Question #:187**

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

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

**Answer: D****Question #:188**

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

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

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

**Answer: A**

**Question #:189**

Universal Container has four price-rules, each with differing Calculator Evolutions Event and Evaluation Orders.

Which rule will evaluate first?

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

**Answer: B****Question #:190**

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.

**Answer: D****Question #:191**

"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

**Answer: A C E****Question #:192**

"UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

- A. Pricing Method set to Percent of Total and Subscription Pricing blank
- B. Pricing Method set to Custom and Subscription Pricing set to Custom"
- C. Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- D. Pricing Method set to List and Subscription Pricing set to Percent of Total

**Answer: A D****Question #:193**

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

How should the Admin configure this?

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

**Answer: A****Question #:194**

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

**Answer: C**

**Question #:195**

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: D**

**Question #:196**

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.

**Answer: A****Question #:197**

The Admin wants to ensure that within one bundle, Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B. Which setup should the Admin use to meet these requirements?

- A. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.
- B. A Product Selection Rule where two Error conditions with Summary Variables test if Product A and B have both been selected. If so, a Product Action will remove Product B.
- C. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- D. A Product Alert Rule where two Error Conditions with Summary Variable test if Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.

**Answer: B****Question #:198**

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.

**Answer: B****Question #:199**

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A. Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = Calculator

Calculator Evaluation Event = Save

- B. Evaluation Scope = Configurator

Configurator Evaluation Event = Edit

- C. Evaluation Scope = Calculator

Calculator Evaluation Event = Edit

- D. Evaluation Scope = Configurator

Configurator Evaluation Event = Save

**Answer: C**

**Question #:200**

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: C**

**Question #:201**

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: B**

**Question #:202**

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.

**Answer: B**

**Question #:203**

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.

**Answer: A**

**Question #:**204

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.

**Answer: B****Question #:**205

Northern Trail Outfitters (NTO) uses CPQ to streamline its quoting process. NTO has implemented a customer reward system that offers specialty products to highly valued customers. The previous admin created a checkbox field called `is_Deluxe__c` and added the field into the Search Filter field set.

Sales reps are complaining that they can see every product except Deluxe when filtering. Instead, sales reps want to see all products, regardless of whether they are Deluxe, while keeping the ability to filter based on the `is_Deluxe__c` field.

Which two changes should the consultant implement to meet the requirement?

Choose 2 answers

- A. Ensure products have a value for the `is Deluxe c` field and the default is set to "-None-".
- B. Create a filter Product Rule that uses the `is Deluxe c` field.
- C. Change the `is Deluxe__c` field to a picklist with the values "True" and "False".
- D. Remove the `is Deluxe__c` field from the Product's Search Filter field set.

**Answer: A B****Question #:**206

Universal Container (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product Selection screen.

How can the Admin configure the Product to meet this requirement?

- A. Set the Asset Conversion field to One per unit.

- B. Set the Configuration Type field to Allowed.
- C. Select the Component checkbox on the Product.
- D. Select the Hidden checkbox on the Product.

**Answer: C****Question #:207**

What does a user need to do before co-terminating a new quote with an existing contract?

- A. Set the Contract's Master Contract field to TRUE and ensure the new Quote has Contracted Method \* "Single Contract".
- B. Select "Single Contract" for Contracting Method on the original Quote, and Contract Co-Termination "Always" on the Account
- C. Set Preserve Bundle Structure to TRUE in the managed package settings and on the Account from which the user creates the Quote.
- D. Ensure the Account has active Contracts and uses Contract Co-Termination = "Prompt" and Co-Termination Event = "Add-On".

**Answer: B****Question #:208**

An admin has implemented a new CPQ business requirement In a sandbox. They have created new products and used them to construct a bundle. The admin has also created a Product Rule that automatically selects Product Options when the user selects a specific Configuration Attribute.

In which sequence should the admin migrate the records related to the new CPQ functionality In order to maintain record relationships?

- A. Products, attributes, options, rules
- B. Products, options, attributes, rules
- C. Products, attributes, rules, options
- D. Attributes, products, options, rules

**Answer: B****Question #:209**

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 System to True on the Product Options to be excluded from the configurator.
- B. Set Option Selection Method to Add on the Product Features.
- C. Group the Product Features of the bundle into tabs using the category field.
- D. Change Option layout to Tabs on the bundle Product.
- E. Change Enable Large Configuration to True on the bundle Product.

**Answer: A C E**

**Question #:210**

The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product A. the item the customer purchased previously'

- A. Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.
- B. Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- C. 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.
- D. Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.

**Answer: A**

**Question #:211**

An existing bundle contains a feature called 'Warranty' that includes the following Products-

- 3-year Bronze Warranty
- 3-year Silver Warranty
- 3-year Gold Warranty
- 2-year Bronze Warranty Extension
- 2-year Silver Warranty Extension
- 2-year Gold Warranty Extension

The admin wants to minimize clicks, ensure that only one level of Warranty is selected, and ensure that any Warranty Extension can only be selected with the same base level of Warranty.

Which functionality should the admin use to meet the requirements?

- A. Product Rules and Summary Variables
- B. Add Option Selection Method on the Feature
- C. Dynamic Option Filter Field Set
- D. Feature Min/Max and Option Constraints

**Answer: B**

**Question #:212**

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: B**

**Question #:**213

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- A. Set up a Lookup Price Rule referencing a custom object.
- B. Create a Feature level Configuration Attribute.
- C. Set the Configuration Attribute with Apply to Product Options to True.
- D. Create a bundle level Configuration Attribute.

**Answer: C D****Question #:**214

Universal Containers has a high volume of contracts that are renewed each year. Recently, a number of orders have failed to generate a contract despite those orders being activated and containing subscription-based products.

Where should the admin look to identify the source of the error?

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

**Answer: A****Question #:**215

The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- A. Change the value of a field in the Calculating Fields Field Set.
- B. Create a new Lightning button to trigger recalculation.

- C. Add the Calculate button to the quote layout.
- D. Create a Flow to trigger recalculation upon record save.

**Answer: B D****Question #:216**

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- B. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C. Create a Twin Field of the Square Footage field on the Quote Line object.
- D. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

**Answer: D****Question #:217**

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

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

**Answer: C****Question #:218**

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 issue?

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.

**Answer: A C E**

**Question #:219**

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

**Answer: B****Question #:220**

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 EditLinesFieltdSetName 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.

**Answer: C****Question #:221**

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field Into the Line Editor Field Set on the Quote Line object

What does the admin need to do so the sales reps can search Campaign records In the Quote Line Editor without seeing a warning message?

- A. Create a twin field on the Campaign object using the same API name as the lookup field.
- B. Create and populate a Field Set on the Campaign object named CPQ\_Lookup.
- C. Add the name of the lookup field into the Line Editor Field Set on the Quote object.

- D. Add the lookup field to the Quote Line page layout.

**Answer: B**

**Question #:222**

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too many clicks. Management has asked the admin to streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the admin enable to meet this requirement?

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

**Answer: C**

**Question #:223**

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.

**Answer: D**

**Question #:224**

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: B**

**Question #:**225

An admin has created their first two Search Filters, One filter is based on Product Code and Hidden = FALSE. The other filter is based on Product Family and Hidden + TRUE.

If the admin leaves Product Code, product Name, and product Family in the Search Filters field set, what appears in the filter pane?

- A. Product Code appears twice; product Name and product Family appear once.
- B. Only Product Code appears.
- C. Product Code appears twice; product Name appears once
- D. Only Product Name and Product Code appear.

**Answer: C**

**Question #:**226

Which two conditions must be met so a user can change the Quantity on an Order Product? Choose 2 answers

- A. The package setting Allow Multiple Orders is enabled.
- B. The Order is in Draft Status.
- C. The Order setting Enable Negative Quantities is enabled.
- D. The Ordered checkbox on the Quote must be False.

**Answer: A D**

**Question #:**227

The admin at Universal Containers (UC) has created one bundle that contains all of its Products as Options. The bundle has Subscription Pricing and Asset Conversion set to null on its Product record. Implementing the Product catalog via a bundle allows UC to enforce logic about which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions.

After making selections within the bundle, a sales user saves the Quote and creates a Contract from the Opportunity associated with the primary Quote. Later, the sales user needs to amend this Contract based on new 8 customers. When UC amends the tract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote.

The parent excluded in the Amendment Quote?

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

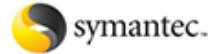
**Answer:** C

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