



SP21 CPQ Specialist

Question#:1

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. 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. CalculateImmediately
- B. Use LegacyCalculator
- C. Use InactivePrices
- D. Enable QuickCalculate

Answer: A

The screenshot shows the Salesforce CPQ Admin console with the 'Pricing and Calculation' tab selected. The 'Calculate Immediately' checkbox is checked and highlighted in yellow. Other settings visible include 'Currency Symbol', 'Unit Price Scale' (set to 2), 'Enable Quick Calculate' (unchecked), 'Use Inactive Prices' (unchecked), and 'Disable Background Calculation' (unchecked).

Question#:2

In order to apply a filter to the results of a dynamic bundle, admins must create a supporting:

- A. ProductRule
- B. PriceRule
- C. CustomAction

D. ProductOption

Answer: A

Question#:3

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

- A. {!Text.VariableName}
- B. {\$Data.VariableName}
- C. {!Data.VariableName}
- D. {\$Text.VariableName}

Answer: A

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Question#:4

Approver records are not required when using dynamic approvers.

- A. True
- B. False

Answer: B

Question#:5

On a quote template, the Price line column has a template section “Price Line Items” defined. Which behavior will the Admin observe when generating the output document?

- A. “Price” line column will not appear for Included or zero price items.
- B. “Price” line column will appear in multiple line item sections.
- C. “Price” line column will not appear for other line item sections.
- D. “Price Line Items: section will show only the “Price” Line column.

Answer: D

Question#:6

Which is the correct format for creating a subgroup label that dynamically pulls the subgroup field value if grouping by Product Family?

- A. Subtotal for{Product2.Family}
- B. Subtotal forFamily
- C. Subtotal for{!Product2.Family}
- D. Subtotal for{0},

Answer: D

Question#:7

If a manager is taking a leave of absence, how can the Admin using Advanced Approval ensure that another manager will receive Approval requests during the period in which the original manager absent?

- A. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- B. Create an Approval Rule with an Effective Start Date and Effective End Dates spanning the absence. Populate the Approver field of the rule with the subtitle Approver, then add the rule to the existing Approval chain as the first step.
- C. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- D. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.

Answer: D

Question#:8

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#:9

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 renews 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 PremierPro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with PremierPro.
- C. Create a Price Rule to replace Premier Support Quote Lines with PremierPro.
- D. Set the upgrade Target field on the Premier Support Product record to PremierPro.

Answer: A

The screenshot shows the 'Product B' configuration page in Salesforce CPQ. The 'Salesforce CPQ Workflow' section is expanded, showing several settings:

- Exclude From Opportunity:** ☐
- Hidden:** ☐
- Generate Contracted Price:** ☐
- Asset Conversion:** One per quote line
- Asset Amendment Behavior:** Default
- Renewal Product:** Renewal (highlighted in orange)
- Subscription Type:** Renewable

Question#:10

An Admin created a picklist field on the Product Option object called Picklist123c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123c 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 Configurators 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 Attribute Mapping that returns a comma-separated string of field name and value pairs.

Answer: C

Question#:11

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 SortOrder.

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- C. Set the Product Code as the first alphabetically of any Product's ProductCode.
- D. Set the Product's Product Code as the only null Product Code of anyProduct.

Answer: B

Setting the minimum value on this field will remain on top on the product selection page

The screenshot shows the 'Product 10" Tablet' configuration page. Under the 'Option Selection Method' section, 'Click' is selected. Below this, the 'Salesforce CPQ Product Selection' section is expanded, showing a 'Sort Order' field with the value '1' highlighted in yellow. To the right, there is a 'Component' field with an empty checkbox.

Question#:12

An Admin is creating a Product Rule with an AdvancedCondition.

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 Testedfield.
- B. Salesforce ID of the Error Conditionrecord.
- C. Value of the Index field.
- D. Value of the Condition #field.

Answer: C

Question#:13

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 iscreated.

- B. A second Order is generated with the remaining QuoteLines.
- C. An error is thrown informing the user an order already exists.
- D. The existing Order is updated with the remaining QuoteLines.

Answer: B

Question#:14

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

A large, light blue cloud-like shape serves as a background for a central graphic. Inside this shape is a white rounded rectangle with a thick yellow border. Within the white rectangle, the text "SalesForce" is written in a red script font, "by Keeda" is in a smaller blue script font, and "www.salesforcekeeda.com" is at the bottom in a small grey font. There are also two white cloud shapes, one at the bottom left and one at the top right, partially overlapping the central white rectangle.

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How should the Admin set up these requirements for the users?

- A. SetMinOptionsforMaintenancetoone.SetMinOptionstozeroandMaxOptionstotwoforsupport.
- B. Set **Min Options for Maintenance to one** Set Min Options to one and Max Options to two for support.
- C. SetMaxOptionsforMaintenancetoone.SetMinOptionstozeroandMaxOptionstotwoforsupport.
- D. SetMinOptionsandMaxOptionstozeroforMaintenance.SetMinOptionstozeroandMaxOptionsto two
forsupport.

Answer: B

The screenshot shows the 'Product Feature' configuration page for 'Accessories'. The 'Details' tab is active. The configuration is as follows:

| Field | Value |
|-------------------------|------------------|
| Feature Name | Accessories |
| Number | 10 |
| Min Options | 1 |
| Configured SKU | IT Keyboard Pack |
| Max Options | |
| Option Selection Method | Dynamic |

Question#:15

To assign a specific Discount Schedule to an Account (that is active for a specified Start & End Date) you would create a:

- A. PriceRule
- B. SummaryVariable
- C. ContractedPrice
- D. SeparateSub-account

Answer: C

If there is account – it will be always contracted price

Question#:16

Which of the following is not automated as part of the subscription process in Steelbrick?

- A. Prices
- B. Prorating
- C. Co-terminating contracts
- D. Renewal quote opportunity status

Answer: D

Question#:17

Universal Containers wants to default the value of the Location process input based on the location determined on the Quote. How should the Admin fulfill this requirement?

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- A. Add the API name of the Location field on the Quote to the Default Field picklist on processinput.
- B. Create a Process Input field called Location and add the API name of the Location field on the quote to its picklist.
- C. Add the API name of the Location field on the Quote to the Default Field picklist on the quote process.
- D. Create twin fields that map between the Location field on the Quote to the Location processinput.

Answer: D

Question#:18

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. ConfigurationAttributes.
- B. ProductOptions.
- C. ProductFeatures.
- D. Optionconstraints.

Answer: A

Question#:19

"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#:20

"UC has a series of required PDF documents that need to be attached to their 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. Reference each PDF Document in Custom Template Contentrecords."
- B. Select the correct Documents Folder from the Documents field on the QuoteTemplate
- C. Create a new Additional Document on the Quote Template for each PDF document
- D. Create a new Template Section for each PDF document.

Answer: C

Question#:21

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. 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#:22

Which two objects could a discount schedule be applied and take precedence over discount schedule identified in a product feature?

- A. Product
- B. ProductOption
- C. ContractedPrice
- D. SegmentedProduct

Answer: B C

Question#:23

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#:24

Summary Variables can be used in Rule Conditions.

- A. True
- B. False

Answer: A

Question#:25

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#:26

Universal Containers wants to default information on the Quote Line from a Product field. How should this information be transferred?

- A. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- B. Create two fields with the same API name and type on the Product and Quote Line.
- C. Create a Price Rule that stores the Product field's value in the Quote Line field.
- D. Create a Workflow Rule that stores the Product field's value in the Quote Line field.

Answer: B

Question#:27

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 field must be created on the Quote Line object.

Answer: D

Question#:28

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 check box on the subscription Search Filter to True.
- B. Remove the Subscription flag from the Product's Search Filters FieldSet.
- C. Remove the Subscription flag from the Product's Search Results FieldSet.
- D. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

Answer: A

Question#:29

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the "Failed to Load PDF" error message appear when the output document is generated. Which steps should the Admin perform to diagnose the error?

- A. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.
- B. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.
- C. Download the template content via Data Loader and analyze the HTML source, modify and replace HTML until the template renders.
- D. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "NO Errors"

Answer: B

Question#:30

Which of the following is not a standard pricing method in Steelbrick CPQ?

- A. Block Pricing
- B. List Pricing
- C. Rollback Pricing
- D. Cost Pricing

Answer: C

Question#:31

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 Lineobject.
- B. Add Additional Disc. (%) to the Line Editor Field Set on the Quoteobject.
- C. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Groupobject.
- D. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Lineobject.

Answer:B, C

Question#:32

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

Answer: D

Question#:33

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

- A. The Product's Subscription Type =Renewable

The Contract's Renewal Forecast = True

The Contract's Renewal Quoted = True

B. The Product's Subscription Type =Renewable

The Contract's Renewal Forecast =False

The Contract's Renewal Quoted = False

C. The Product's Subscription Type =Renewable

The Contract's Renewal Forecast =False

The Contract's Renewal Quoted = True

D. The Product's Subscription Type =Renewable

The Contract's Renewal Forecast =True

The Contract's Renewal Quoted = False

Answer: B

Question#:34

Universal Containers need to generate two styles of PDF output, One that includes prices in the line item table of the quote is primary, and another that hides prices when the quote is not primary.

Where should the Admin reference the primary checkbox field to set up this requirement?

A. In the Show Currencies Field in the Line Items TemplateSection.

B. In the Conditional Print Field of a Template Section for only price LineColumns.

C. In the Conditional Print Field for each price LineColumn

D. IntheHideLineCurrenciesFieldintheQuoteTemplate.

Answer: B

Question#:35

Upon checking the Contracted checkbox on an Amendment Opportunity, a new Contract is generated.

A. True

B. False

Answer: B

Question#:36

A User creates a quote with these details: No subscription pricing products. Default Product record fields have not been altered. Renewal Model is Contract based. The Quote has been contracted. Which records will be generated?

- A. Assets will be created on the opportunity for each product in the quote.
- B. A contract will be generated with subscription for each product in the quote.
- C. Assets will be created on the account for each product in the quote.
- D. A contract will be generated with no subscriptions for each product in the quote.

Answer: C

Question#:37

Universal Containers has set up a lookup field, Distributor_c, on the Quote Line Group to identify different distributors fulfilling specific groups of products on a quote. Distributor accounts have a Discount_Level_c field on them populated with the base discount that products quoted through that distributor should receive. Which set of actions should the Admin take to ensure that the distributor receives the appropriate base discount?

- A. Create a formula field on quote Line, SBQQ_Group_r.Distributor_r.Discount_Level_c. Create a Price Rule that has a Price Condition where Object equals QuoteLine. Tested Field equals the newly created formula field. Add a Price Action to the price Rule Where. Source Field equals the newly created formula field.
- B. Create a Price Rule that has a Price Condition where Object equals QuoteLineGroup. Tested Field equals Distributor_c. Add a Price Action to the Price Rule Where. Formula equals SBQQ_Group_r.Distributor_r.Discount_Level_c.
- C. Create a Price Rule that has a Price Condition where Object equals Quote Line Group. Tested Field equals Distributor_c. Add a Price Action to the Price Rule where. Source Field equals Discount_Level_c.
- D. Create a Price Rule that has a Price Condition where Object equals QuoteLine. Tested Field equals Distributor_c. Add a Price Action to the Price Rule where. Formula equals SBQQ_Group_r.Distributor_r.Discount_Level_c.

Answer: C

Question#:38

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the “Failed to Load PDF” error message appears when the output document is generated. Which steps should the Admin perform to diagnose the Error?

- A. Edit the template content and view its source, then modify HTML until clicking Check Syntax results in “No Errors.”
- B. Download the template content via Data Loader and analyze the HTML source, modify and replace HTML until the template renders.
- C. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.
- D. Clone the record, reference the clone in place of the original record, then delete elements (such as a table rows) until the template renders.

Answer: D

Question#:39

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#:40

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 ofTotal

Percent of Total Base -Net

Percent of Total (%) -10%

A.\$225

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B.\$25

C.\$50

D.\$27

Answer: A

Question#:41

What is the correct order of data import to load Quote Template inCPQ?

- A. QuoteTemplate,TemplateSections,LineColumns,TemplateContent,QuoteTerms,TermConditions
- B. QuoteContent,QuoteName,QuoteSection,QuoteLineColumns,TemplateTerms,TermConditions
- C. TemplateContent,QuoteTemplates,TemplateSections,LineColumns,QuoteTerms,TermConditions
- D. QuoteName,QuoteSection,QuoteLineColumns,QuoteContent,TemplateTerms,TermConditions

Answer: A

Question#:42

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?

- A. Check the Optional check box on the Bundle ProductRecord.
- B. Check the Hidden checkbox on the Bundle ProductRecord.
- C. Check the Exclude From Opportunity checkbox on the Bundle ProductRecord.
- D. Check the Hidden checkbox on the Product optionRecord.



Product

IT Professional PackV2



Default Quantity ⓘ

1.00000

Batch Quantity ⓘ

▼ Salesforce CPQ Workflow

Exclude From Opportunity ⓘ



Hidden ⓘ



Generate Contracted Price ⓘ

Asset Conversion ⓘ

One per quote line

Asset Amendment Behavior ⓘ

Default

Renewal Product ⓘ

Answer: B

Question#:43

Universal Containers would like a specific background color for the column heading of the line item table in the output document. Where should the Admin input the correct hex code to meet this display requirement?

- A. In the Template Content source editor in place of the previous hex colorcode.
- B. In the Shading Color field on the Quote Template record.
- C. In the Group Shading Color field on the Quote Template record.

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D. In the Summary Shading Color field on the Line Column records.

Answer: B

Question#:44

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

For first block $(100 \times 2) = 200$ (no discount) as per first tier (as per CPQ quantity 3 means it would be considered under second tier)
And since its **slab** discount - For second block $(100 \times 3) = 300 \times 10\% = 270$
 $200 + 270 = 470$

Answer: D

Question#:45


An Admin has set up option constraints in the Universal Container sandbox where Product A depends on the selection of Product B. During testing, it is determined that Product A can be selected regardless of whether Product B has been selected or not. Why is this happening?

A. Product A was set up as the ConstrainedOption.



- B. The Option Constraint was set up with type“Dependency.”
- C. Product B was set up as the ConstrainingOption.
- D. The Option Constraint has not been activated.

Answer: D

Option Constraint
Printing - A4 Paper

Related

Details

Constraint Name

Printing - A4 Paper

Constrained Option ⓘ

[PO-000076](#)

Constraining Option ⓘ

[PO-000075](#)

Check Prior Purchases ⓘ

Active ⓘ

☒

Configured SKU ⓘ

[IT Professional pack](#)

Type ⓘ

Dependency

Option Constraint Group ⓘ

Question#:46

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

- A. Additional DiscountFields
- B. Prorate Multiplier
- C. Contracted Price
- D. Target CustomerAmount
- E. DiscountSchedules

Answer: BCE

The list price is the quote line's initial price. When you quote a product, Salesforce CPQ pulls the quote line's list price from the product's list price entry in your price book. If you select a product's or quote line's Price Editable field, you can override the list price in the quote line editor. The Pricing Method field in the product record is set to List by default, but you can change the pricing method to Cost or Block pricing.

Salesforce CPQ uses the following method to calculate the net price for a quote line.

| PRICE | ACTION |
|---------------------------|--|
| List Price | The product's list price in the price book |
| Contracted Price (if any) | Inherits the value of the contracted price record. |
| Special Price | Inherits the value of the contracted price, if any. Otherwise, the special price assumes the value of the list price. |
| Prorated Price | Price after Salesforce CPQ applies the prorate multiplier to the special price |
| Discount Schedules | If the quote line has a discount schedule, Salesforce CPQ applies the appropriate discount to the prorated price. The resulting value becomes the regular price. |
| Regular Price | The regular price inherits the value of the prorated price |

Question#:47

Universal Containers has these conditions, that when met, an additional discount of 15% will be automatically added to the overall quote.

1. Revenue Account on the quote object is set as "InterestRevenue".
2. Product A has been added to the quoteline.
3. User Count on the account is greater than 25.

According to the business requirements, either the Revenue Account is set to "Interest Revenue" or both Product A needs to exist on the quote line and the User Count needs to be greater than 25 in order for the additional discount to be applied. How can the CPQ Admin set this up in advanced conditions on a price rule to reflect this requirement?

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

Answer: A

Question#:48

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#:49

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#:50

Universal Containers (UC) wants to use an Option Constraint in a bundle that requires a user to sell Product Option X before they can sell Product Option Y. Sales has indicated that this would be too restrictive, and they

want to be able to select Product Option Y as long as Product Option X is an existing asset on the account. UC has approved this change. What should the Admin do to address this change?

- A. Mark the “Check Prior Purchases” checkbox as TRUE.
- B. List accounts with assets in the “Option Constraint Group” field.
- C. Use a Product Rule instead of an Option Constraint.
- D. Look up the account with the assets on the “Account” field.

Answer: A

Question#:51

Universal Containers has the following Discount Schedule attached to product L. Product L is a Product Option for two bundles, A and B. A user at Universal Containers has added both bundles to a Quote. In Bundle A, Product L has a Quantity of 7. In Bundle B, Product L has a Quantity of 8. On this Quote, however, both Product Options are being discounted using the second tier in the table above. Which two actions allow both Product Options to be discounted using the first tier?

- A. Set the Aggregation Scope field on the Discount Schedule to None, as well as uncheck Cross Products.
- B. Apply a separate discount schedule to the Product Option records in each Bundle.
- C. Move Discount Schedule X from Product L to the corresponding Product Option records in each Bundle.
- D. Change the Product Option Type for Product L to Related Product in both Bundles.

Answer: A C

Question#:52

Universal Containers conducts business via channel sales and offers a Partner program, in which Partners receive a different level of discount based on their partnership level and the product family. The CPQ Architect has determined that the Partner discount will be automatically assigned with price rules, based on a lookup table. The CPQ Architect has created the following lookup table with an object named “Partner Program”. How many price rules should the Admin create in order to process the four different discounts offered to Partners?

- A. Four
- B. Two
- C. Three
- D. One

Answer: D

Question#:53

"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: D

Question#:54

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. Before Calculate and On Calculate
- B. After Calculate
- C. On Calculate
- D. On Calculate and After Calculate

Answer: B

Question#:55

Which of the following is not a part of a Product Bundle?

- A. Options
- B. Products
- C. Feature Constraints

D. Features

Answer: C

Question#:56

"Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature. Which configuration is valid for displaying the attributes?"

- A. Above or below all product options in the feature.
- B. Above all product options in the feature."
- C. Above or below the feature in the bundle.
- D. Above or below all features in the bundle.

Answer: A

Question#:57

What is the only proper example of how to format for inserted merge data into output document template content?

- A. {!quote.SBQQ ExpirationDatec}
- B. IQuote r. Expiration Datec
- C. [SBQQ ExpirationDate c]
- D. {SBQQ ExpirationDatec}

Answer: A

Question#:58

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 theProduct.

D. Select the Hidden checkbox on theProduct.

The screenshot shows the 'Product Laser Printer' configuration page in Salesforce CPQ. It features several input fields for configuration: 'Configuration Event' (set to 'Always'), 'Option Layout', 'Option Selection Method' (set to 'Click'), 'Configured Description Pattern', and 'Configuration Form Title'. Below these is a section titled 'Salesforce CPQ Product Selection' which is expanded. Inside this section, there is a 'Sort Order' field and a 'Component' checkbox, which is highlighted with a yellow box and contains a checkmark. The background of the image has a large, stylized watermark that reads 'SalesForce' in red and blue, and 'certa' in blue.

Answer: C

Question#:59

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#:60

"UC wants to show a custom text field on their Quote Document. This field with APIName Additional_Textc

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_Textc}

- B. {Iquoter.Additional_Textc}
- C. {ISBQQ Quote r.Additional_Textc}"
- D. {ISBQQ Quote c.Additional_Textc}

Answer: A

Question#:61

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

A large, light blue cloud-like shape serves as a background for a central graphic. The graphic consists of a yellow rounded square with a brown border. Inside this square, the text "SalesForce" is written in a red script font, with "by Keeda" in a smaller, lighter blue script font below it. At the bottom of the square, the website "www.salesforcekeeda.com" is written in a small, grey sans-serif font. To the right of the yellow square is a white cloud shape with a brown outline, and to the bottom left is another white cloud shape with a brown outline.

SalesForce
by Keeda
www.salesforcekeeda.com

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#:62

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#:63

Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

- A. Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.
- B. Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.
- C. Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.
- D. Create a Discount Schedule for each currency in the related list on the Product.

Answer: B

Question#:64

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. ProductValidationRulewheretwoErrorConditionswithSummaryVariablestestifProductAandB are both selected. If so, a message will display, instructing the user to remove ProductB.
- B. A Product Selection Rule where two Error conditions with Summary Variables test of Product A and B have both been selected. If so, a Product Action will remove ProductB.
- C. A Product Selection Rule where the Product Action with the lower Order removes Product A when ProductBis chosen, and the Product Action with the higher Order removes ProductB when ProductA is chosen.
- D. AProductAlertRulewheretwoErrorConditionswithSummaryVariabletestofProductAandBhave both been selected. If so, a message will display, instructing the user to remove ProductB.

Answer: B

Question#:65

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 QuoteTemplate.
- C. Upload the PDF into the Documents object folder named OutputAttachments.
- D. Create an HTML Template Content record for the PDF and include it in a TemplateSection.

Answer: B

Question#:66

User A at Universal Containers has an active quote with Company A. Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- A. The User must press Refresh Prices to see the effect.

- B. The quote line for this product has Non Discountable checked.
- C. The contracted price is only applied when adding a product.
- D. The User must set Allow Contracted Prices on their quote.

Answer: C

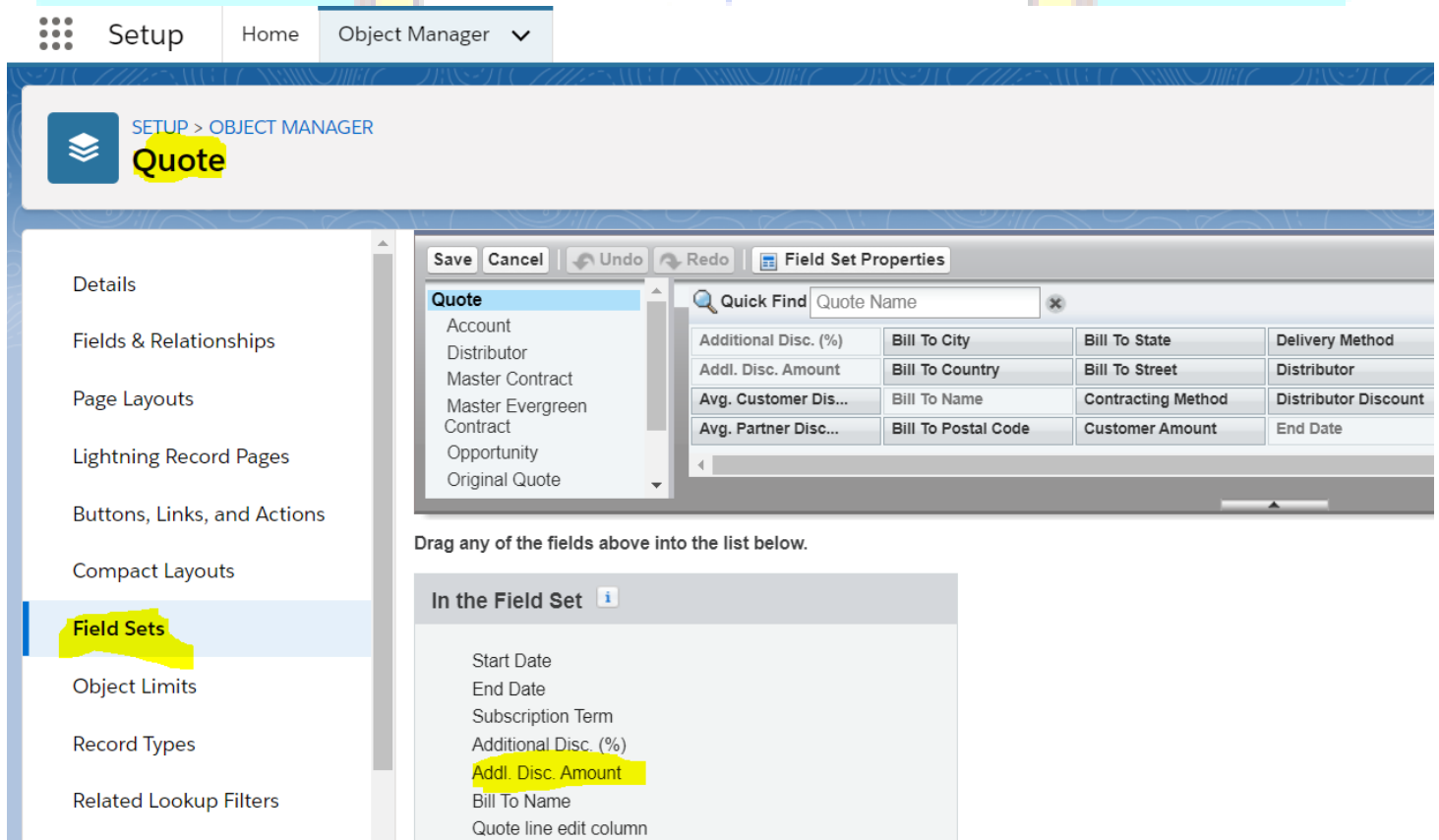
Question#: 67

In Universal Containers' original implementation, all Additional Discount fields were removed from the Quote Line Editor Interface in favor of a custom field. Today, Universal Containers wants to use the out-of-the-box Additional Discount field to apply on a Product-by-Product basis for all Products.

To which Field Set does the Admin need to add the Additional Discount field?

- A. The Quote Line object's Summary Fields FieldSet.
- B. The Quote object's Line Editor FieldSet.
- C. The Quote Line object's Line Editor FieldSet.
- D. The Quote Line Group object's Line Editor FieldSet.

Answer: B



Setup Home Object Manager

SETUP > OBJECT MANAGER

Quote

Details

Fields & Relationships

Page Layouts

Lightning Record Pages

Buttons, Links, and Actions

Compact Layouts

Field Sets

Object Limits

Record Types

Related Lookup Filters

Save Cancel Undo Redo Field Set Properties

Quote

Account

Distributor

Master Contract

Master Evergreen Contract

Opportunity

Original Quote

Quick Find Quote Name

| | | | |
|----------------------|---------------------|--------------------|----------------------|
| Additional Disc. (%) | Bill To City | Bill To State | Delivery Method |
| Addl. Disc. Amount | Bill To Country | Bill To Street | Distributor |
| Avg. Customer Dis... | Bill To Name | Contracting Method | Distributor Discount |
| Avg. Partner Disc... | Bill To Postal Code | Customer Amount | End Date |

Drag any of the fields above into the list below.

In the Field Set

Start Date

End Date

Subscription Term

Additional Disc. (%)

Addl. Disc. Amount

Bill To Name

Quote line edit column

Question#:68

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 Bundle 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

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Question#:69

"UC sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

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

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

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

- A. Block
- B. List
- C. Segmented
- D. Tiered

Answer: A

I got this question differently like what should be two things here either block price with discount schedule or block price with range discount or block price with overage etc... Study this question more thoroughly

Question#:70

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 fieldSet.
- 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 in to 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

Active Contract Lookup Page

When sales reps amend from an opportunity, they have to select the right contract to amend from the Existing Contracts page. By default, this page only shows a few fields, which makes it hard to choose the right contract.

More video storage

Existing Contracts


SelectCancel

| Active Contracts | | Evergreen Contracts | | |
|-----------------------|-----------|---------------------|---------------------|-------------------|
| | STATUS | CONTRACT NUMBER | CONTRACT START DATE | CONTRACT END DATE |
| <input type="radio"/> | Activated | 00000103 | 10/1/2018 | 9/30/2021 |
| <input type="radio"/> | Activated | 00000102 | 4/1/2019 | 3/31/2020 |

Thankfully, you can add more columns to this page, so it's easier to identify the right contract. For example, for each contract, you can show the name of the original opportunity. Adding to the Existing Contracts page takes a few steps, but it's worth it. You start by creating a text formula field that outputs what you want to see in the new column.

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1. Click  and click **Setup**. The Setup page opens in a new tab.
 2. Click **Object Manager**.
 3. Click **Contract**. Check to make sure you're clicking Contract (with an r), not Contact.
 4. Click **Fields & Relationships**.
 5. Click **New**.
 6. Select **Formula**.
 7. Click **Next**.
 8. For Field Label, enter `Original Opportunity`.
 9. Select **Text**.
 10. Click **Next**.
 11. In the formula box, enter `SBQQ__Opportunity__r.Name`.
This simple formula pulls the opportunity name from the related opportunity record.
 12. Click **Next**.
 13. Click **Next** to keep field-level security as is.
 14. Click **Save**.
- Now that our new field exists, we tell CPQ to display it with the existing fields.
15. Click **Field Sets**.
 16. Click **Active Contract Lookup**.
 17. Drag **Original Opportunity** into the gray In the Field Set box, dropping it at the top of the list.

In the Field Set ?

Original Opportunity

Status


Contract Number

Contract Start Date

Contract End Date

18. Click **Save**.

Excellent. Next time you click **Amend Contract** on an opportunity, you see an updated Existing Contracts page that includes the original opportunity name for the contract.

 More video storage
Existing Contracts

Select Cancel

Active Contracts

Evergreen Contracts

| | STATUS | CONTRACT NUMBER | CONTRACT START DATE | CONTRACT END DATE |
|--|-----------|-----------------|---------------------|-------------------|
| <input type="radio"/> Replacement laptop with productivity and softphone | Activated | 00000103 | 10/1/2018 | 9/30/2021 |
| <input type="radio"/> Security cameras with offsite video | Activated | 00000102 | 4/1/2019 | 3/31/2020 |

Question#:71

Using Bundles allows you to have multiple price books on an opportunity.

- A. True
- B. False

Answer: B

Question#:72

Universal Containers has a requirement to set a maximum discount approval threshold for the User. This Threshold is a calculated value based on data held in a Custom Object. The Admin has determined that this will require two price rules. The first rule is a lookup rule that Pulls a value from a custom object record and set it to a custom field on the quote line. The second price rule evaluates if the custom field is populated, and if so, it calculates the maximum discount threshold using that value. Both Price Rules have Evaluation Events set to On Calculate. The Second Price Rule is not running. How should the Price Rules be altered so that the second Price Rule will run?

- A. Both Price Rules must be moved to the Before Calculate EvaluationEvent.
- B. The order of the Price Action for the first Price Rule must be earlier than that of thesecond.
- C. The second Price Rule must have the same Evaluation Order as thefirst.
- D. The second Price Rule must be in a later Calculator Evaluation Event.

Answer: D

Question#:73

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 asvalues.
- B. Create Localization records for individual Quote Terms for all three languages.
- C. Enable “Allow Output in Different Languages” In the managed packagesettings.
- D. Set the Quote Term field Language to the desired output language for each QuoteTerm.

Answer: B, C

Question#:74

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#:75

A User tries to add a specific product to the quote and has typed the full Product Name into the Product Name search filter and clicks apply, but does not see the product in the search results. What is the reason why this product is not displayed?

- A. A hidden search filter was set
- B. A product rule is firing
- C. A quote process is active.
- D. "Sort Products in Memory" is enabled.

Answer: A

Question#:76

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?

2 ans

- 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: A B

Question#:77

Universal Containers sells a monthly subscription service with tiered pricing

Which pricing method should the Admin select for this service?

- A. Tiered
- B. Segmented
- C. List
- D. Block

Answer: D

Question#:78

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#:79

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 CalculationService.
- 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#:80

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

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

Answer: D

Question#:81

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:

Which product and option configuration will attain the required pricing?

- B.\Users\Admin\Desktop\Data\data\Untitled.jpg
- D.\Users\Admin\Desktop\Data\data\Untitled.jpg
- F.\Users\Admin\Desktop\Data\data\Untitled.jpg

Answer: C

Question#:82

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: AC

- 1) **Set the price book entry = \$100 and, 2) set the following field on product/bundle is minimum**

The screenshot shows the Salesforce configuration page for a product named 'IT Professional pack'. The page has a header with the product name and a 'Product' label. Below the header, there are two columns of configuration options. The left column contains 'Subscription Term' and 'Default Pricing Table'. The right column contains 'List' and 'Percent Of Total Category'. A yellow highlight is placed over the 'Percent Of Total Constraint' field, which has a value of 'List price is minimum'.

| Product | |
|-----------------------|-----------------------------|
| IT Professional pack | |
| Subscription Term | List |
| Default Pricing Table | Percent Of Total Category |
| | Percent Of Total Constraint |
| | List price is minimum |

Question#:83

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 "ProductA".

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. OnePriceConditionusingaSummaryVariablecountingProductAtoverifythatProductAisselected.

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. OnePriceConditionusingaSummaryVariablesunningupthequantityofProductAtoverifythatthis

The logo for Salesforce Keeda. 'Salesforce' is in red and 'Keeda' is in blue. There is a small blue circle above the 'e' in 'Keeda'. The logo is centered within a white rounded square with a yellow border, which is set against a light blue cloud-like background.

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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. OnePriceConditionusingaSummaryVariablecountingProductAtoverifythatProductAisselected

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#:84

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

Answer: D

Question#:85

Universal Containers has a bundle with required Product Options. After the bundle is selected, the user should bypass the configuration process.

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

- A. SettheConfigurationEventfieldonthebundleProducttobeDisabled,andselectthecheckboxfor Bundled on the ProductOptions.
- B. SettheConfigurationEventfieldonthebundleProducttobeRequired,andselectthecheckboxfor Required on the ProductOptions.
- C. SettheConfigurationEventfieldonthebundleProducttobeAllowed,andselectthecheckboxfor bundled on the ProductOptions.

D. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Required on the Product Options.

Answer: A

Question#:86

What is the correct order of data import to load Price Rules into CPQ?

- A. Costs, Price Books, Price Rules, Discount Categories, Discount Schedules
- B. Price Books, Price Rules, Price Dimensions, Discount Tiers, Price Actions
- C. Price Books, Price Rules, Lookup Queries, Price Conditions, Price Actions
- D. Summary Variables, Price Rules, Price Conditions, Lookup Queries, Price Actions

Answer: A

Question#:87

An Admin has set up a Quantity Editable Product. The user can add the product to the Quote and adjust the Quantity on the Quote Line. When the user navigates to the Opportunity and inspects to the Opportunity Product, the user only sees the Quantity on 1 on the Opportunity Product.

What are two reasons why the Opportunity Product record has a Quantity of 1? Choose 2 answers

- A. The Product has an associated Slab Discount Schedule.
- B. The Product's Default Quantity field value is equal to 1.
- C. The Product's Pricing Method field value is equal to Block.
- D. The Product is associated to a Product Option with the Type field value equal to Component.

Answer: BC

Question#:88

Universal Containers has quotes that have multiple Quote Lines for the same Product. They require all Products with the Product Name to be combined and summed into one line on the Quote Document. How should the Admin set up the Quote Template to meet this requirement?

- A. Set the Roll up Field to be Product.
- B. Set the Group Field to be Product.

C. Set the Sub Group Field to beProduct

D. Set the Total Field to be NetTotal.

Answer: A

Quote Template
Training Sample

Subtotal Label ⓘ

Total Label ⓘ

Print Options

Group Field ⓘ

Sub Group Field ⓘ

Roll-Up Field ⓘ
Product

Show Customer Discount ⓘ
☐

Show Partner Discount ⓘ
☐

Show Renewed Products ⓘ
☒

Question#:89

Universal Containers offers a 50% customer discount promotion this month for Product A. The Admin decides to use a Price Rule to enable this promotion.

Which set of Price Actions Should the Admin create on this Price Rule?

- A. One Price Action to inject 50 in the SBQQ Discount c field on the Quote Line and one Price Action to inject a blank value in the SBQQ AdditionalDiscountAmount c field on the QuoteLine.
- B. One Price Action to inject 0.5 “SBQQ OriginalPrice c in the SBQQSpecialPrice c field on the Quote Line and one Price Action to inject the text “Custom” in the SBQQ SpecialPriceType c field onthe Quote.
- C. One Price Action to inject 0.5 in the SBQQ CustomerDiscount c field on the Quote Line and one Price Action to inject a blank value in the SBQQ CustomerDiscountAmount c field on the Quote Line.
- D. One Price Action to inject 50 in the SBQQ Discount c field on the QuoteLine.

Answer: A

Question#:90

which is not a pro-rate precision option (in the PackageSettings)?

- A. Month
- B. Month +Week
- C. Month +Day
- D. Day

Answer: B

Settings Editor

Salesforce CPQ

DocumentsGroupsLine EditorPluginsPricing and CalculationSubscriptions and Renewals

Renewal ModelContract Based

Allow Renewal Quotes Without Assets

Subscription Prorate PrecisionMonth

Contract In Foreground

Enable Evergreen Subscriptions

Use Legacy Amend/Renew Service

MonthDayCalendar Monthly + DailyDay With Calendar Month WeightedMonthMonthly + Daily

PoT R

* Ensure ti

Question#:91

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 to ProductFamily.
- B. Set the Order By field on the Quote Line to ProductFamily.
- C. Enable Allow Multiple Orders from a checkbox on the Quote.
- D. Enable Allow Multiple Orders from a checkbox in the CPQ PackageSettings.

Answer: A D

A)

Quote Q-00003

Edit Edit Lines

End Date

Subscription Term

Renewal Term

Renewal Uplift (%)

First Segment Term End Date

Generate Contracted Price

--None--

Ordered

Order By Quote Line Group

Order By

SBQQ__ProductFamily__c

Master Contract

D)

Settings Editor

Salesforce CPQ

Documents Groups Line Editor Plugins Pricing and Calculation Subscriptions and Renewals Quote Order Additional Settings

Require Approved Quote

Default Order Start Date

Quote Start Date

Allow Multiple Orders

Question#:92

Admins must create custom objects when leveraging:

- A. Summary Variables
- B. Lookup tables
- C. Quote Templates
- D. Amendments

Answer: B

Question#:93

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

Product
Laser Printer

▼ Salesforce CPQ Quantity Controls

| | |
|--|------------------|
| Quantity Editable ⓘ <input checked="" type="checkbox"/> | Quantity Scale ⓘ |
| Default Quantity ⓘ 1.00000 | Batch Quantity ⓘ |

▼ Salesforce CPQ Workflow

| | |
|--|------------------------------------|
| Exclude From Opportunity ⓘ <input type="checkbox"/> | Asset Conversion ⓘ One per unit |
|--|------------------------------------|



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#:95

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing.

Products A and B have **Asset Conversion populated**. Both Products have a Quantity of two.

Which two are **potential outcomes** when the Opportunity associated with the Quote is contracted?

A. Two Subscription records and two Assets records will be created.

B. One Subscription record and two Asset records will be created.

C. One Subscription record and an Asset record will be created.

D. Two Subscription records and an Asset record will be created.

Answer: B C

Read the question carefully – what should be the “Potential outcome”- nice tricky question? 1) If they would have asked “AssetConversionpopulated = “one per quote line” then answer would have been B. And, if they would have asked “AssetConversionpopulated = “one per unit” then answer would have been “C”. But they haven’t asked anything – they have just asked “AssetConversionpopulated” so there are two answers for this question.

Question#:96

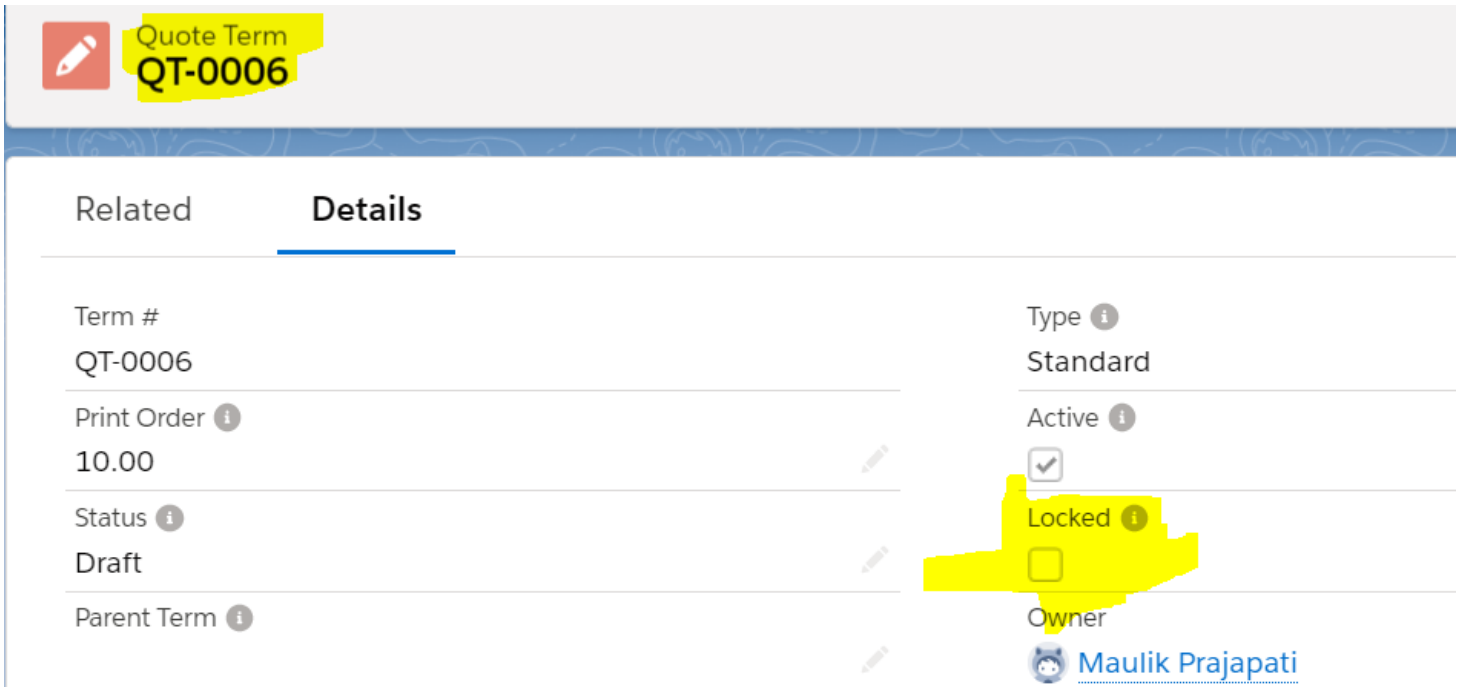
"UC Admin wants to prevent a Quote Term from being edited by non-adminusers.

What should the Admin do to meet this requirement?

- A. On the Quote Term record, check the Read-Onlycheckbox.
- B. On the User Profile, make the objectRead-Only."
- C. On the Quote Term object, make the ObjectRead-Only

D. On the Quote Term record, check the Lockedcheckbox.

Answer: D



Quote Term
QT-0006

| Related | Details |
|---------------|-------------------------------------|
| Term # | Type ⓘ |
| QT-0006 | Standard |
| Print Order ⓘ | Active ⓘ |
| 10.00 | <input checked="" type="checkbox"/> |
| Status ⓘ | Locked ⓘ |
| Draft | <input type="checkbox"/> |
| Parent Term ⓘ | Owner |
| | Maulik Prajapati |

Question#:97

Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

- A. Select the Hidden checkbox on the ProductOption.
- B. Select the Bundled checkbox on the ProductOption.
- C. Set the Quote Line Visibility field to Editor Only on the ProductOption.
- D. Set the Quote Line Visibility field to Always on the ProductOption.

Answer: C



Product Option
PO-000076

Number ⓘ

40

Selected ⓘ

☐

Required ⓘ

☐

Quantity ⓘ

Quantity Editable ⓘ

☐

Min Quantity ⓘ

Configured SKU ⓘ

[IT Professional pack](#)

Feature ⓘ

[Printer](#)

Type ⓘ

Component

Quote Line Visibility ⓘ

Editor Only

Quote Line Visibility

Now imagine that we have a printer instruction manual that we need to include in the printer bundle. By default, the printer instructions appear on the Configure Products page, the Quote Line Editor, and the final output document.

Q-00000
Configure Products

Laser Printer

Other Options

| QUANTITY | PRODUCT CODE |
|--|---------------------|
| <input checked="" type="checkbox"/> 1.00 | PRINTERTONER |
| <input checked="" type="checkbox"/> 2.00 | PRINTERPAPERTRAY |
| <input checked="" type="checkbox"/> 5.00 | PRINTERPAPERLETTER |
| <input checked="" type="checkbox"/> 1.00 | PRINTERINSTRUCTIONS |

Q-00000
Edit Quote

| # | PRODUCT CODE | PRODUCT NAME |
|----------------------------|---------------------|----------------------------|
| <input type="checkbox"/> 1 | LASERPRINTER | Laser Printer |
| <input type="checkbox"/> 2 | PRINTERTONER | Printer Toner Cartridge |
| <input type="checkbox"/> 3 | PRINTERPAPERTRAY | Printer Paper Tray |
| <input type="checkbox"/> 4 | PRINTERPAPERLETTER | Printer Paper Letter |
| <input type="checkbox"/> 5 | PRINTERINSTRUCTIONS | Printer Instruction Manual |

Salesforce
1 Market St, San Francisco, CA 94105, US
Phone: Fax:
Email:

Ship To
Edge Communications
312 Constitution Place Austin, TX 78767 USA
Austin, TX

Bill To
Edge Communications
312 Constitution Place Austin, TX 78767 USA
Austin, TX

| SALESPERSON | EXT | EMAIL | DELIVERY METH |
|-------------|-----|--------------------------|---------------|
| Admin User | x | bcdoutier@salesforce.com | |

| QTY | PRODUCT | DESCRIPTION | UNIT PRICE |
|------|----------------------------|-------------|------------|
| 1.00 | Laser Printer | | \$275.00 |
| 1.00 | Printer Toner Cartridge | | \$125.00 |
| 2.00 | Printer Paper Tray | | Included |
| 5.00 | Printer Paper Letter | | \$10.00 |
| 1.00 | Printer Instruction Manual | | Included |

But what if we don't want it to appear in the Quote Line Editor or the output document? After all, the instruction manual isn't ever discounted. Thankfully, there's a product option field for just this scenario. The Quote Line Visibility field on the option is a picklist that determines when options are seen after configuration. Here are the settings.

- **Document Only:** Hides the item from the Quote Line Editor, shows it on the output document.
- **Editor Only:** Hides the item from the output document, shows it in the Quote Line Editor.
- **Never:** Hides it from both Quote Line Editor and the output document.
- **Always (or blank):** Shows item in both Quote Line Editor and output document.

Question#:98

The Admin at Universal Containers received feedback that users are trying to reconfigure bundles on renewals quotes and finding that the Configuration Attribute values are blank and must be manually fixed. This issue is not observed on new business quotes. What is the cause and possible resolution to this problem?

- A. ConfigurationAttributesnotconfiguredforrenewals;checkPreserveforRenewalsonConfigurationAttributerecords.
- B. PreserveBundleStructurenotsetuponContractobject;createaworkflowruletoautomaticallysetto true.

- C. Field mapping not setup; create field on Subscription/Asset records with the same API name as field on Quote Line.
- D. Field mapping not setup; create field on Quote Line with the same API name as the field in the configuration attribute.

Answer: C

Question#:99

The Admin wants quote Terms to display on an output document which includes existing admin-created sections. Which object records should the Admin create for the output document?

A large, light blue cloud-like shape serves as a background for a central white square with a yellow border. Inside the square, the text "SalesForce" is written in red, "by Keeda" in blue, and "www.salesforcekeeda.com" in a smaller blue font. There are also two white cloud shapes, one at the bottom left and one at the top right of the central square.

SalesForce
by Keeda
www.salesforcekeeda.com

- A. Quote Term, Template Section, Terms andConditions
- B. Quote Term, Template Content with Type set to HTML, TemplateSection
- C. Quote Term, Template Content with Type set to Quote Terms, Terms andConditions
- D. Quote Term, Template Content with Type set to Quote Terms, TemplateSection

Answer: D

Question#:100

Universal Containers wants to prevent a User from putting in a discretionary discount at or above 40 percent on any quote Line. How should the Admin implement this restriction?

- A. AnAlterProductRulewilluseanErrorConditionagainsttheQuoteLineobject.TheAdditional Discount (%) field will be tested in the ErrorCondition.
- B. AnAlertProductRulewilluseanErrorConditionagainsttheQuoteLineobject.ASummaryVariable will be used to calculate the maximumdiscount.
- C. AValidationProductRulewilluseanErrorConditionagainsttheQuoteLineobject.TheAdditional Discount (%) field will be tested in the ErrorCondition.
- D. AValidationProductRulewilluseanErrorConditionagainsttheQuoteLineobject.ASummary Variable will be used to calculate the maximumdiscount.

Answer: C

Question#:101

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

- A. The org is using legacy amendment and renewalservice.
- B. A Product Rule is preventing the Additional Discount from beingedited.
- C. Additional Discount is a locked field on amendmentQuotes.
- D. The Non Discountable field is marked True on the Product record for the QuoteLine.

Answer: D

Question#:102

Universal Containers has a Product that has a Subscription Term of 12 months. Users frequently create Quotes which are longer than this period. When adding this Product to these Quotes, however, the Prorated List Price is the same as the List price. Which action should the Admin take to correct the issue?

- A. Populate Subscription Pricing on theProduct.
- B. Populate Subscription Pricing on the Quote Line.
- C. Check “Enable Proration” on theQuote.
- D. Populate Default Subscription Term on the QuoteLine.

Answer: A

Question#:103

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, QuoteLine.
- B. Quote Line,Asset.
- C. Product, ProductOption.
- D. Product, QuoteLine.

Answer: A

Question#:104

Universal Containers wants line items to be organized into pre-defined groups on the output document. The name of these pre-defined groups needs to be displayed above each group in the output to identify it.Which two ways can an Admin meet thisrequirement?

- A. Set the Group field on the Line Items type of Template Contentrecord.
- B. Create Solution Groups, allowing users to group products on the Quote LineEditor.
- C. Set the Group Filed field on the Quote Template or Template Sectionrecords.
- D. New Quote Group field on each Product record with the associated group name.

Answer: A, D

Question#:105

Universal Containers wants to apply an additional discount of 15% to the Quote when Payment Frequency is Monthly or Bi-Weekly and Product A is added or User Count greater than 25 is defined. What is the correct Price Rule Setup?

- A. OnePriceRulewithConditionsMetsettoCustom,threePriceConditions,andonePriceAction.
- B. FourPriceRuleswithConditionsMetsettoAll,onePriceConditioneachandonePriceActioneach.
- C. One Price Rule with Conditions Met set to All, four Price Conditions, and one PriceAction.
- D. TwoPriceRuleswithConditionsMetsettoAll,onePriceConditionnononeruleandtwoontheother, and one Price Actioneach.

Answer: A

Question#:106

What are the three major features that SBAA offers over standard salesforce approvals? (Choose3)

- A. ParallelApprovals
- B. DynamicApprovals
- C. SmartApprovals
- D. HierarchicalApprovals
- E. EmailApprovals
- F. GroupApprovers

Answer: A B C

Question#:10

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 ispopulated.
- B. Ensure the Opportunity's Primary Quote lookup ispopulated.
- C. Check the Quote's Primary checkbox for a value ofTrue.

- D. Ensure the Quote's Opportunity lookup is populated.
- E. Check the Quote's Primary checkbox for a value of False.

Answer: BCD

Question#:108

The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows: Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- A. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True
- B. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False
- C. For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- D. For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.

Answer: B D

Question#:109

To validate inside the Line Editor page, it is best practice to build a standard Salesforce Validation.

- A. True, standard Salesforce validation should be setup on the Quote object.
- B. True, standard Salesforce validation should be setup on the Quote Line object.
- C. False, Steelbrick Price Rule should be used for validation
- D. False, Steelbrick Product Rule should be used for validation

Answer: D

Question#:110

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- A. Move the Clone and Delete actions into the Quote Line Editor drawers.
- B. Change the Actions Column Placement in package settings to Left.

C. Update the Custom Action Location to eft.

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

Answer: B

Setup >> Installed Package settings >> Line Editor

Settings Editor
Salesforce CPQ

Save Ca

Documents Groups **Line Editor** Plugins Pricing and Calculation Subscriptions and Renewals Quote Order Additional Settings

Hide Renewed Assets When Editing ☐

Visualize Product Hierarchy ☒

Preserve Bundle Structure ☒

Keep Bundle Together ☒

Totals Field

Line Subtotals Total Field

Actions Column Placement

Enable Multi Line Delete ☐

Product Configuration Initializer

Enable Asset Upgrades ☐

Group Subtotals Field

Wrap Buttons ☐

Question#:111

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

- A. SubscriptionPricing:Fixed,PercentofTotal(%):15%,IncludeinPercentofTotal:False,Subscription Term:1
- B. SubscriptionPricing:PercentofTotal,PercentofTotal(%):15%,ExcludefromPercentofTotal:True,Subscription Term:12
- C. SubscriptionPricing:PercentofTotal,PercentofTotal(%):ExcludefromPercentofTotal:False,Subscription Term:1
- D. SubscriptionPricing:Fixed,PercentofTotal(%):15%,IncludeinPercentofTotal:True,Subscription Term:12

Answer: B

AdQuestion#:112

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

Answer: D

Question#:113

Universal Containers sells a subscription Product Z that is sold in yearly segments, but would like to prevent

A large, light blue cloud-like shape serves as a background for a central white square with a yellow border. Inside the square, the text "SalesForce" is written in red, "by Keeda" in blue, and "www.salesforcekeeda.com" in a smaller blue font. There are also two white cloud shapes, one at the bottom left and one at the top right of the central square.

SalesForce
by Keeda
www.salesforcekeeda.com

the User from discounting the first segment.

How should the CPQ Admin ensure the User will not be able to discount the first segment? Choose one answer

- A. Write a Price Rule to run when Product Code=Product Z and Segment Index=1, with a Price Action setting Non Discountable to True.
- B. Set First Segment Term Editable to Only Custom Segments in the yearly Price Dimension record.
- C. Create two Price Dimensions, then set Non Discountable to False on the first Price Dimension.
- D. Write a Price Rule to inject 0 into Additional Discount when Product Code=Product Z and Initial Segment =True.

Answer: A

Question#: 114

A User forgot to store an Additional Discount at the Quote level while they were in the Line Editor. Rather than going back in, they have changed the field on the Quote's detail page. After doing so, however, no prices were updated to reflect the new discount. Which reason could explain this unexpected behavior?

- A. The Additional Discount is only applied to the Amount fields on the Quote.
- B. Fields updated outside of the Line Editor do not affect Pricing.
- C. The Additional Discount field is not in the Calculating Fields field set.
- D. A Price Rule is needed to inject this value into the Quote Lines.

Answer: C

Question#: 115

"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#:116

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

How should the user achieve this?

- A. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- B. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.
- C. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- D. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.

Answer: D

Question#:117

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- A. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- C. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- D. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

Answer: A

Question#:118

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 Fieldset.
- C. Create a custom formula Indicating if the Payment Terms are Net30.
- D. Create an additional Line Items section without the Monthly Price field.

Answer: A C

Question#:119

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#:120

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D. When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

Product Feature

Product Feature A

Product Feature Detail

Edit

Delete

Clone

Product Options [4]

Configuration Rules [0]

| 14 |

Feature Name

Min Options

Max Options

Category

Discount Schedule

Created

By

Product

Feature A

1

CPQ

Admin

11/29/2016 11:48 AM

Edit

Delete

Clone

-

Option S

Dynamic Option

Dynamic Option

D

-

Product Options

New Product Option

Action

Option Name

Optional SKU

Edit

Del

PO_000089

[Product A](#)

Edit

Del

PO_000090

[Product B](#)

Edit

Del

PO_000091

[Product C](#)

Edit

Del

PO_000097

[Product D](#)

- A. Set the Discount Schedule on Product Feature A and mark the "Cross Products" checkbox as TRUE.
- B. Set the Discount Schedule on Product Feature A and mark the "Cross Products" checkbox as FALSE.
- C. Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as TRUE
- D. Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as FALSE

Answer: A

Question#:121

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#:122

The Admin at Universal Containers has created a formula field to calculate margin on the Quote Line object. This field should be hidden from all Users that are not Admins or management. How can the Admin

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accomplish this?

- A. Remove the margin field from the Quote Line Editor Field Set for relevantProfiles.
- B. Remove the margin field from the Quote Line Editor Field Set for relevantRoles.
- C. Set Visible to false for relevant Profiles on the field-level security for the marginfield.
- D. Set Visible to false for relevant Roles on the field-level security for the marginfield.

Answer: C

Question#:123

The Admin wants to display specific customer information from the Account object onto the output document. Which object should this information be referenced on to be pulled into an HTML Template Content record?

- A. QuoteLine
- B. Quote
- C. Opportunity
- D. Template

Answer: B

Question#:124

Universal Containers has Terms and Conditions it wants to include in documents sent to customers. The Admin is tasked with creating conditional Quote Terms to meet this requirement. Which two options could a condition be tested against in order to determine which Quote Terms will be included on the output document?

- A. Quote Linefields
- B. SummaryVariables
- C. Quotefields
- D. Productfields

Answer: B C

Question#:125

The Admin decides to use a price rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is non-subscription product. The Admin has already created price conditions to target quote lines for Product A where the additional discount fields are not populated. Which set of additional

actions should the Admin take to support this prior purchase constraint?

- A. Create a summary variable counting the asset records for product A and create a price condition verifying that the quantity field on the quote line is greater than the summary variable.
- B. Create a summary variable summing the quantity of product A from quote lines and create a price condition verifying that the summary variable is greater than the value 1.
- C. Create a summary variable counting the asset records for product A and create a price condition verifying that the summary variable is greater than the value 0.
- D. Create a summary variable summing the quantity of the asset records for product A and create a price condition verifying that the quantity field on the asset object is greater than the value 0.

Answer: C

Question#: 126

Universal Containers has an output document with a line item table that currently displays product options that are marked as Included. What step should the Admin take to remove the Included products from the line item table?

- A. Set the Show Bundled Products field to False on the Quote Template.
- B. Set the Hide Included Products field to True on the Quote Template.
- C. Create a Quote Line field Output Visibility C that returns False if Included = True.
- D. Create a filter on the line items Template Section where Component = False

Answer: A

Quote Template
Training Sample

| | | |
|---------------------------|-------------------------------------|--------------------------------|
| Sub Group Field ⓘ | <input type="checkbox"/> | Show Partner Discount ⓘ |
| Roll-Up Field ⓘ | <input type="checkbox"/> | Show Renewed Products ⓘ |
| Product | <input checked="" type="checkbox"/> | Show All Package Product ⓘ |
| Customer Discount Field ⓘ | <input type="checkbox"/> | Show Bundled Products ⓘ |
| Total Field ⓘ | <input type="checkbox"/> | |

Question#: 127

UC wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text.

What is the proper structure of that variable that represents the translatable static text in Template Content?

- A. {IData.VariableName}
- B. {\$Data.VariableName}
- C. {!Text.VariableName}
- D. {SText.VariableName}

Answer: C

A large, light blue cloud-like shape serves as a background for a central white square with a yellow border. Inside the square, the text "SalesForce" is written in a red, cursive font, with "by Keeda" in a smaller, blue, cursive font below it. At the bottom of the square, the website address "www.salesforcekeeda.com" is written in a small, grey, sans-serif font. The entire graphic is set against a white background.

SalesForce
by Keeda
www.salesforcekeeda.com

Question#:128

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 Line 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#:129

The Admin at Universal Containers is receiving an “Attempt to de-reference a null object” error when generating a Quote Document after adding the following section to display line items with the Product Family Setup Fees: What change needs to be made to resolve this error?

Template Section Detail

Edit

Delete

Clone

Include Document

Section Name Setup Fees

Top Margin 0.00

Display Order 25

Conditional

Print Field

Print Quote

Totals

Roll-UP Field

Hide Column

Header

Template

Content

Bottom

Margin

Summary

Display

Group

Field

Border

Color

Quote Template

Line Items

0.00

Page Breaks

Page Breaks

Keep With

Previous

Keep

Together

Keep

With

Next

Auto

Auto

| 13 |

Filtering
Information

Filter Field SBQQ_ProductFamily_c

Filter Value Setup Fees

Filter

Operator

Created By

11/28/2016 8:35 PM

Last

Modified

By

12/13/2016 4

PM

Edit

Delete

Clone

Include Document

Line Columns

New Line Column

Line Columns Help ?

Action

Column Heading

Display

Order

Field Name

Alignment

Edit

Del

Net Total

60

SBQQ_NetTotal_c

Right

1

- Filter Field must be the field name ProductFamily.
- Filter Value should have quotations around SetupFees
- More than one-line volume must apply only to this section.

D. Filter Operator must be populated with Equals.

Answer: D

Question#:130

Universal Containers has a custom picklist field with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configuration Attribute. How should the Admin create Filter Product Rules to meet the business requirement?



- A. Create three rules, each with two conditions that compare the configuration attribute with a static value and the product field.
- B. Create one rule with three conditions, each that compares the configuration attribute filed with a static value.
- C. Create three rules, each with one condition that compares the product field with the Configuration attribute filed.
- D. Create one rule with one condition that compares the product field with the configuration attribute filed.

Answer: D

Question#: 131

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#: 132

"When configuring a bundle, Universal Containers users must select Product B and Product C in order to add Maintenance Product A. How should the CPQ Admin set this up to meet the requirement?

Choose one answer

- A. Create an Option Constraint Group ""Maintenance"" to require that Product A can only be selected

when Products B and C are selected.

- B. Create two "Dependency" Option Constraints for Products B and C and have Product A as the constraining option for both Option Constraints."
- C. Create a "Dependency" Option Constraint for Product B and an "Exclusion" Option Constraint for Product C.
- D. Create two "Exclusion" Option Constraints for Products B and C and have Product A as the constrained option for both Option Constraints.

Answer: A

Question#:133

Universal Containers sells a monthly subscription service that is offered to their clients with a ramp option. This subscription is priced with a setup fee, an installation fee, and a recurring fee. Which set of actions would meet these requirements?

- A. Create three product stores to represent the setup fee, the installation fee, and the monthly fee each with a monthly price dimension, and combine them into a bundle.
- B. Create a single product with three monthly price dimensions.
- C. Create a single product with two one-time price dimensions and one monthly price dimension.
- D. Create a single product with two monthly price dimensions and one one-time price dimension.

Answer: C

Question#:134

Universal Containers wants to prevent users from selecting a Product Option when a conflicting one has been chosen. The Product Options that should not be selected should not be displayed to the users. The Admin needs to set up a Product Selection Rule to meet this requirement. Which Type should be used for the product Action?

- A. Hide
- B. Disable
- C. Hide and Remove
- D. Disable and Remove

Answer: C –


Question#:135

"UC has three different quote processes for guided selling. The Admin wants to dynamically assign the appropriate quote process to a quote based on the customer's region.

What should be done to meet this requirement?

- A. Create a trigger to update the Process Inputs Region field on theQuote."
- B. Create a trigger to update the Process Inputs Region field on the QuoteProcess.
- C. Create a workflow rule to update the Quote Process ID field on the Quote LineGroup
- D. Create a workflow rule to update the Quote Process ID field on theQuote

Answer: D



 **Quote**
Q-00001

| | |
|-----------------------|-----------------------|
| Austin | Austin |
| Bill To State ⓘ | Ship To State ⓘ |
| TX | TX |
| Bill To Postal Code ⓘ | Ship To Postal Code ⓘ |
| Bill To Country ⓘ | Ship To Country ⓘ |

▼ Partner Information

| | |
|-----------|---------------|
| Partner ⓘ | Distributor ⓘ |
|-----------|---------------|

▼ Additional Text

| | |
|---|---|
| Created By  Maulik Prajapati , 11/8/2019, 5:36 AM | Last Modified By  Maulik Prajapati , 1/1/2020, 4: |
| Source ⓘ | Line Item Count ⓘ |
| Quote Process Id ⓘ | 3 |
| | Days Quote Open ⓘ |
| | 92 |

Question#:136

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

The screenshot shows the 'Product Laser Printer' configuration page in Salesforce CPQ. The 'Salesforce CPQ Workflow' section is expanded, showing several checkboxes: 'Exclude From Opportunity' (unchecked), 'Hidden' (unchecked), and 'Generate Contracted Price' (checked). To the right, there is a 'Renewal Product' field with a blue tooltip that reads: 'Product that replaces this product on renewal. Use this to quote a different SKU when renewing.' The 'Asset Conversion' field is also visible above the tooltip.

Question#:137

"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

Discount schedule mostly goes with contracted price. And, contracted price is used for accounts only.


Question#: 138

"An Admin has created a bundle with four Product Options for Products A, B, C, and D. When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two - but never both.

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

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











Answer: C

 Option Constraint

Printing - A4 Paper

Related

Details

| | |
|--|--|
| Constraint Name | Active  |
| Printing - A4 Paper | <input checked="" type="checkbox"/> |
| Constrained Option  | Configured SKU  |
| PO-000076 | IT Professional pack |
| Constraining Option  | Type  |
| PO-000075 | Exclusion  |
| Check Prior Purchases  | Option Constraint Group  |
| <input type="checkbox"/> | |
| Created By | Last Modified By |
|  Maulik Prajapati , 11/25/2019, 5:36 AM |  Maulik Prajapati , 2/8/2020, 5:16 AM |

Question#:139

Universal Containers (UC) wants to use an Option Constraint in a bundle that requires a user to sell Product Option X before they can sell Product Option Y. Sales has indicated that this would be too restrictive, and they want to be able to select Product Option Y as long as Product Option X is an existing asset on the account. UC has approved this change. What should the Admin do to address this change?

- A. List accounts with assets in the “Option Constraint Group” field.
- B. Look up the account with the assets on the “Account” field.
- C. Mark the “Check Prior Purchases” checkbox as TRUE.
- D. Use a Product Rule instead of an Option Constraint.

Answer: C

Salesforce CPQ Home Accounts Opportunities Quotes Orders Products Product Rules Price

Products > IT Keyboard Pack
Option Constraints
0 items • Updated a few seconds ago

| Constraint Name | Active |
|-----------------|--------|
|-----------------|--------|

New Option Constraint

Information

* Constraint Name

* Constrained Option

* Configured SKU

IT Keyboard Pack

* Type

Dependency

Option Constraint Group

Active

☒

Check if you want to look up prior purchases of Constraining Option within the Account.

Check Prior Purchases

☐

SalesForce
keeda

www.salesforcekeeda.com

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 bundles?

- A. Select the component checkbox on any Product that is a Product Option for the bundles.
- B. Select the bundle checkbox on each Product Option and mark the Product inactive.
- C. Select the selected checkbox on each Product Option and mark the Product inactive.
- D. Select the Hidden checkbox for any Product that is a Product Option for the bundles.

Answer: A

The screenshot shows the Salesforce CPQ configuration interface for 'Product A'. The page is divided into two main sections: 'Salesforce CPQ Configuration' and 'Salesforce CPQ Product Selection'. The 'Salesforce CPQ Configuration' section includes fields for Configuration Type, Configuration Event, Option Layout, Option Selection Method, Configured Code Pattern, Configured Description Pattern, and Configuration Form Title. The 'Salesforce CPQ Product Selection' section includes a Sort Order field and a 'Component' checkbox, which is highlighted in yellow. The 'Component' checkbox is currently checked.

I have replicated this in dev org – where product B was my bundle and product A was product option. Mark the highlighted field to True on product A – Go to existing quote >>edit lines >> Add products >>product A will never appear on the product selection page.