



SP21 CPQ Specialist

Question#:1

Which two objects could a discount schedule be applied and take precedence over the discount schedule identified in a product feature? SP21 CPQ Specialist

Choose 2 answers

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

Answer: A C

Question#:2

The Admin at UC is creating a bundle and has a requirement for a Product Option to be unavailable for selection when certain conditions exist. The User should still see the Product Option, but should not be able to select it.

If a Product Rule is created to meet this requirement, what should the Type of the Product Action be?

- A. Disable andRemove
- B. Disable

- C. Remove
- D. Hide and Remove

Answer: B

Question#:3

"UC 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 a Workflow Rule that stores the Product field's value in the Quote Line field.
- C. Create two fields with the same API name and type on the Product Quote Line."
- D. Create Price Rule that stores the Product field's value in the Quote Line field.

Answer: C

Question#:4

In add-on and renewal scenarios, Universal Containers wants to disable the selection of one-time setup fees in bundles that have previously been sold to the client. The Admin will create a Product Selection Rule that will check if the number of previously sold setup fees is greater than 0. What should the error condition test against?

- A. Use Subscription as Tested object and Subscription Name as TestedField.
- B. Use Asset as Tested Object and Asset Name as TestedField.
- C. Use a Tested Variable that counts the number of existing setup fee Assets.
- D. Use a Tested Variable that counts the number of existing setup fee Subscriptions.

Answer: D

Question#:5

Universal Containers has decided to mark up prices instead of discounting. Product A is valued at \$10 and Product B is valued at \$20. Product A is a 10% markup and Product B is a 20% markup. Which pricing method would the Admin set up, and what would the final price be for each product?

- A. List, Product A price would be \$11, Product B Price would be\$22
- B. List, Product A price would be \$11, Product B price would be\$24
- C. Cost, Product A price would be \$12, Product B price would be\$24
- D. Cost, Product A price would be \$11, Product B price would be\$24

Answer: D

Question#:6

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step? Choose 2 answers

- A. All group members mustapprove.
- B. Any group member mayapprove.
- C. Approval must be obtained from one group member at a time.
- D. Smart Approvals can exclude group members below the approvalthreshold.

Answer: A B

Question#:7

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner)

Which two error condition setups will meet this requirement?

Choose 2 answers

- A. -SummaryVariableAgoesintheFilterVariablefield-SummaryVariableBgoesintheTestedVariable field - Operator is set to Less orEquals
- B. -Summary Variable A goes in the Filter Variable field \O-Summary Variable B goes in the Tested Variable field -Operator is set to Less than
- C. -Summary Variable A goes in the Tested Variable field \O- Summary Variable B goes in the Filter Variable field -Operator is set to Greater than

Answer: B C

Question#:8

What type(s) of email template formats does SBAAallow?

- A. Visualforce
- B. PlainText
- C. HTML
- D. All of theabove,

Answer: A

Question#:9

Universal Containers sells their subscription products only in whole months. The Users at Universal Containers are sometimes entering values into Start Date and End Date and leaving Subscription Term blank. They are finding that subscription pricing is not working as they would expect because the dates they are choosing do not equate to exact months. This leads to pricing that may be a few cents or even a few dollars off. The Admin would like to find a solution that does not require forcing the users to use Subscription Term. What should be done so that the pricing is rounded to the expected value?

- A. In the package settings, set Subscription Prorate Precision toMonthly.
- B. On the Quote object, set the Subscription Prorate Precision field toMonthly.
- C. CreateaPriceRulewhichroundstheProrateMultipliertothenearestwholevalue.
- D. CreateaPriceRulethattakestheuser-entereddateandcalculatesaroundedTerm.

Answer: A

Settings Editor
Salesforce CPQ

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

Renewal Model[®] Contract Based ▾

Allow Renewal Quotes Without Assets[®] ☐

Subscription Prorate Precision[®] **Month** ▾

Contract In Foreground[®] ☒

Enable Evergreen Subscriptions[®] ☐

Disable Add Subscriptions[®] ☐

Subscription Term Unit[®] Month ▾

Include Net-new Products in[®] Maintenance ☒

Re-evaluate Bundle Logic on Renewals[®] ☐

PoT Renewals (Contracting from[®] Orders)* ☐

Question#:10

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

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



D. The Quote fields that may be edited.

Answer: C

Dynamically change Salesforce CPQ Quote Line Editor column headers

Knowledge Article Number 000319894

Description

When **Using the Quote Line Editor** in Salesforce CPQ, the Quote Line object's Line Editor Field Set controls what columns are shown in the Quote Line Editor. While you can **Add Fields to the Quote Line Editor Field Set** to change what fields are displayed, you can also use the **Salesforce CPQ Special Field**, EditLinesFieldSetName, to create a field on the Quote object to dynamically display different Quote Line Field Sets (or column headers) in the Quote Line Editor. You can choose to control the Field Set that is displayed by using a formula field or you can allow users to make their own selection by using a picklist field.

Resolution

Allow the user to change the Field Set while in the Edit Lines page

Real world Example – how does the editfieldset works in real world.

Question#:11

Universal Containers (UC) wants to set up four separate Template Sections. UC also wants each of these sections to render on its own page, no matter if the text field fills an entire page or not. Which two will determine how the page breaks?

- A. Under the Page Break picklist, select the After option on each of the first three Template Sections.
- B. Under the Keep with Previous picklist, select the Always option on each of the Template Sections.
- C. Under the Keep Separate picklist, select the Always option on each of the Template Sections.
- D. Under the Page Break picklist, select the Before option on each of the last three Template Sections.

Answer: A D

Question#:12

"Universal Containers has a bundle configured and wants to add user selectable products to the configuration that will affect the bundle price. How should the CPQ Admin configure the bundle?

Choose one answer

- A. Add a PriceRule.
- B. Add a ProductRule."
- C. As a ProductOption.
- D. As a ProductFeature.

Answer: C

Question#:13

Universal Containers has a new product that they wish to include in one of their bundles. When a User is configuring the bundle, however, the product does not show up. No Product Rules have been configured in this Org. What is a plausible explanation for why this Product is not present?

- A. No Price Book Entry is in this Quote's currency.
- B. The Product's "Hidden" field is set to True.

The logo for Salesforce Keeda, featuring the word "Salesforce" in red and "Keeda" in blue, with a stylized "K" and "e" in the "Keeda" part.

www.salesforcekeeda.com

- C. The Price Book Entry for this Product is zero
- D. The "Quote Line Visibility" field is set to "Never."

Answer: D

I have already attached screenshot regarding the visibility of the product above.

Question#:14

Formula fields may be used as a Conditional Print Field to control whether a section appears or not.

- A. True
- B. False

Answer: A

Question#:15

An Admin has noticed that the proration for their subscription products is not coming out to what they would expect. With a Start Date of January 1, 2017 and End Date of January 1, 2018, the Prorate Multiplier is coming out to 1,083. The CPQ Admin is expecting a Prorate Multiplier of 1,003. What action should the Admin take to correct this pricing issue?

- A. Change the Subscription Prorate Precision in package settings to "Month +Day."
- B. Change the Default Subscription Term on the Quote Line to produce expected proration.
- C. Change the Subscription Term Unit in package settings from Month to Day.
- D. Change the Prorate Calculation field in package settings from Month to Day.

Answer: D

Question#:16

When quoting any subscription product, a user at Universal Containers must choose the payment frequency between Monthly or Annually. When frequency is Monthly, Universal Containers wants to apply an automatic uplift of 10% to the price of the subscription service. The Admin decides to use a price rule to implement this requirement and wants to inject the result of a calculation in the List Price field on the quote line. Which formula expression should the Admin set up on the price condition for this uplift price rule?

- A. $\text{IF}(\text{TEXT}(\text{Payment_Frequency_c}) = \text{"Monthly"}, \text{SBQQ_Product_r.SBQQ_ListPrice_c} * 1.1, \text{SBQQ_ListPrice_c})$

B. IF(TEXT(Payment_Frequency_c) = "Monthly",SBQQ_ListPrice_c * 1.1,SBQQ_ListPrice_c)

The logo for Salesforce Keeda. "Salesforce" is in a red script font, "by" is in a small blue script font, and "Keeda" is in a larger blue script font. The entire logo is centered within a white rounded square with a yellow border, which is itself set against a light blue cloud-like background.

Salesforce
by
Keeda

www.salesforcekeeda.com

- C. $\text{IF}(\text{TEXT}(\text{Payment_Frequency_c}) = \text{"Monthly"}, \text{SBQQ_OriginalPrice_c} * 1.1, \text{SBQQ_OriginalPrice_c})$
- D. $\text{IF}(\text{TEXT}(\text{Payment_Frequency_C}) = \text{"Monthly"}, \text{SBQQ_PriceBookEntry_r.UnitPrice} * 1.1, \text{SBQQ_PriceBookEntry_r.UnitPrice})$

Answer: B

Question#:17

Universal Containers requires a subset of Products to be viewed based on a button on the Quote Line Editor. Which Salesforce CPQ functionality will satisfy this requirement?

- A. CustomAction
- B. ProductRules
- C. CustomScript
- D. PricingRules

Answer: A I think I got this in my second attempt.s

Question#:18

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

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

- A. Set up a Lookup Price Rule referencing a customobject.
- B. Create a Feature level ConfigurationAttribute.
- C. Set the Configuration Attribute with Apply immediately to Product Options toTrue.
- D. Create a bundle level ConfigurationAttribute.

Answer:C D

Question#:19

The Admin at Universal Containers created the following range Discount Schedule: The Users are confused by the results when the quantity falls on a number that is the threshold for an Upper/Lower Bound. For example, when 20 is selected, the discount percent is 30%. The users are expecting a discount percent of 20%. Which explanation best explains this phenomenon?

- A. Lower bound is inclusive, upper bound is exclusive
- B. The Discount Schedule should be type Slab instead of Type Range
- C. The Discount Schedule should is a Term schedule, but should be Quantity
- D. The Discount Schedule should have Inclusive set to True.

Answer: A – I think I got this in my first attempt – but little differently.

Question#:20

How should an Admin enable renewal uplift on an Account?

- A. Update the Markup (%) field on the Renewal Quote.
- B. Change the Renewal Pricing Method to Same on the Account.
- C. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- D. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift(%) field on the Contract record.

Answer: D

Question#:21

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

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

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

Answer: B

Question#:23

Which of the following is not part of the structure of a Pricing Rule?

- A. PriceAction
- B. Price RuleDetail
- C. PriceDisplay
- D. PriceCondition

Answer: C

Question#:24

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created.

Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

- A. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- B. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- C. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- D. AutomatesettingtheRenewalForecastcheckboxandRenewalQuotedcheckboxonthe current Contract upon creation.

Answer: A

Question#:25

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D.

Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2.

The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021.

The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021.

Which two methods could the user apply individually to meet the requirement? Choose 2 answers

- A. Change the Subscription Term on the Quote Lines for C and D to the value 18.

- B. Change the End Date on Quote Line Group 2 to December 3, 2021.
- C. Change the End Date on the Quote Lines for C and D to December 3, 2021.
- D. Change the Subscription Term on Quote Line Group 2 to the value 18.

Answer: B,D

Question #:26

Composite Summary Variables are Summary Variables that are combined with an additional calculation?

- A. True
- B. False

Answer: A

Question #:27

A User at Universal Containers has created a new quote on Opportunity Z, which includes a fixed price subscription product. The Opportunity has been updated to Closed/Won, and the "Contracted" checkbox is marked TRUE; however, the contract is not generated. Which fields are likely causing the issue?

- A. Primary and SubscriptionTerm
- B. Primary and StartDate
- C. Primary, Subscription Term, and EndDate
- D. Subscription Term and EndDate

Answer: B

28. A Lookup Query may return a value to only be used within a CPQ managed field.

- A. True
- B. False

Answer: B

Question#:29

A Quote Template has Template Sections related to these types of TemplateContent:

Template Top

Line Items

HTML

Quote Terms

The Admin has associated these Template Content records to four Template Sections.

Which three statements are valid about these types of Template Content? Choose 3 answers

- A. Template Top and HTML are fullycode-customizable
- B. Line Items are either displayed as Standard or with PriceDimensions.
- C. TemplateTopistheonlySectionthatcanshowBilling/Shippinginfo.
- D. Quote Terms can be dynamic if Term Condition aredefined.
- E. Line Items can be coded into an HTMLsection.

Answer: A C D

Question#:30

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

: A List Price of, m Included.nM

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

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

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

Answer: D

Question#:31

Universal Containers has a Product Family of “Software”. When a Configuration Attribute in their bundle is set to “Minimum,” all Software products should be hidden with a Product Rule. Which configuration of conditions and actions should the Admin use to enable this?

- A. An Error Condition should be setup to compare the static value, “Minimum,” against the Configuration Attribute. A Product Action, using the Filter Field, should be used to hide the Products.
- B. An Error Condition should be setup to compare the static value, “Minimum,” against the Configuration Attribute. A Product Action should be set up for each Product that needs to be hidden.
- C. Two Error Conditions should be defined: one to check the Product Family value on the Product Option record, and one to check the Configuration Attribute. No Actions are Required.
- D. An Error Condition should be setup to check the Product Family value on the Product Option record. A Product Action, using the Filter Field, should be used to hide the Products.

Answer: A

Question#:32

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

- A. Product
- B. Contract
- C. ExpirationDate
- D. Discount
- E. EffectiveDate

Answer: A C D

Question#33

An Admin wants to update a field on all Quote Lines based on a Quote field. Which setup should the Admin use?

- A. A Workflow Rule, with conditions that check the Quote field values, and a Field Update to Update the Quote Lines.
- B. Process Builder, with conditions that check the Quote field values, and then native functionality to update related records.

- C. A Custom Trigger on the Quote object, with a query to obtain all related QuoteLines, and an update operation after changing the field.
- D. A Price Rule, with conditions that check the Quote field values, and an action to update the QuoteLines.

Answer: D

Question#:34

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

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

Answer: C

Question#:35

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the Admin meet the business requirements?

- A. Set Asset Conversion for each downloadable Product to null.
- B. Set Asset Conversion for each downloadable Product to a custom value.
- C. Set Asset Conversion for each downloadable Product to One per unit.
- D. Set Asset Conversion for each downloadable Product to One per QuoteLine.

Answer: D

Question#:175

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. Special Price and Special PriceType

- B. Custom Price and Custom PriceType
- C. Regular Price and Regular PriceType
- D. List price and List PriceType

Answer: A

Question#:176

Given a customer's tiered pricing model, an Admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the Admin configure the Discount Schedule to meet this requirement?

- A. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- C. Set the Discount Unit to Amount, create a custom Override_Amount_c field on the Edit Tiers page, select the Users Defined checkbox, and then choose All from the Override Behavior picklist.
- D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

Answer: B

Question#:177

The Admin has set up a yearly price dimension on Product Z. The User has added Product Z to a quote with a 30-month subscription term and sees that Year 3 is the partial segment, but the customer requires Year 3 to be a full year. What steps should the Admin take to enable the User to choose which year represents the partial segment?

- A. Place the "First Segment Term End Date" field into the Line Editor field set on the Quote object.
- B. Place the "StartDate" and "EndDate" fields into the Segmented Line Editor field set on the Quote Line object.
- C. Place the "Subscription Term" field into the Segmented Line Editor field set on the Quote Line object.
- D. Place the "Partial Segment" field into the Segmented Line Editor field set on the Quote Line object.

Answer: A

Question#:178

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

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

- A. Bundled equals True.
- B. Subscription Pricing equals Percent of Total.
- C. Package equals True.
- D. Pricing Method equals Percent of Total.

Answer: D

Question#:179

Universal Containers has a custom Quote Line picklist, "Process." The User will need to set this field for all non-subscription products added to the Quote Line Editor. How should the Admin customize the layout of the Quote Line Editor, so that the Process picklist appears?

- A. Update the Edit Lines Field Set Name formula to return "Process" in the returned comma-separated stream.
- B. Edit the "Line Editor" field set on the Quote Line object and drag in the "Process" field.
- C. Edit the "Quote Line Layout" page and drag the Process field into the "Line Editor" section.
- D. Add the "Process" field to the "Line Columns" multi-select picklist on the Salesforce CPQ Installed Package settings.

Answer: B

Question#:180

Universal Containers uses over 45,000 different container Product records with CPQ. When a sales rep views the Add Product page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ Specialist enable this functionality from the Salesforce CPQ managed package configuration settings?

- A. Check the Solution Groups Enabled Checkbox, set Object to Quote Line and set Name Field to Product Family.

- B. Select Product Family in the Product Results Group Field Name field in AdditionalSettings
- C. Add the Product Family field to the Search Results Field Set on the ProductObject.
- D. Select Product Family in the Product Search Plugin field inPlugins.

Answer: B

Question#:181

How do you ensure that the value a user inputs into a Configuration Attribute is preserved so that the user does not need to re-enter it when reconfiguring the bundle at a later time?

- A. Add the Configuration Attribute to the ReferencedFields fieldset
- B. Check the "Store Configuration Attribute Values" checkbox in the Steelbrick packagesettings
- C. Check the "Store Value" checkbox on the Configuration Attributerecord
- D. Create a field on the Quote Line object that has the same data type and API name as the field you created on the Product Optionobject

Answer: D

Question#:182

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Supported yAMen describe when Quote Line Quantity and Opportunity Product Quantity will be different?
Choose 2 answers

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

Answer: AC

Question#:183

A User at Universal Containers created a quote containing two products. Product A is marked as Include in Percent of Total, with Subscription Pricing blank. Product B has Subscription Pricing set to Percent of Total. When the Contract is renewed, both products are shown in the renewal quote, but Product A has a Net Total of

zero. Which reason explains why Product A does not have a non-zero total?

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

Answer: B

Question#:184

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

- A. Component CodePosition
- B. Custom ConfigurationPage
- C. Component DescriptionPattern
- D. ComponentCode
- E. Configured CodePattern

Answer: A D E

Question#:185

Universal Containers sells a subscription service priced as follows:

Which setup should the Admin implement for this pricing model?

- A. One discount schedule with five discounttiers
- B. Five block pricerecords
- C. Two block price records and one discount schedule with three discount tiers
- D. Five block price records and one discount schedule with five discounttiers

Answer: C

Question#:186

Universal Containers sells products that require serial numbers assigned to each product that is sold. These products do not expire and the serial number is assigned to each record after the contract is created. Which Product field value should the Admin set up to handle this usecase?

- A. Asset Conversion: One PerLine
- B. Asset Conversion: One PerUnit
- C. Subscription Type:One-Time
- D. Subscription Price: ListPrice

Answer: B

Question#:187

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

How should the Admin set up this data flow?

- A. A custom formula field should look up through the SBQQ Source c Quote Line lookup to the original QuoteLine.
- B. Renewal Quote Line values are automatically mapped from original QuoteLines.
- C. A PriceRule should be created to pull the value from the original QuoteLine and populate the Renewal QuoteLine.
- D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Answer: D

Question#:188

"An Admin has created a Quote Template record and has set the Group Field field to SBQQ Optional c. When a

User attempts to preview the output document using this Quote Template, this error appears: ""Invalid conversation from runtime type Boolean to String.""

Why is this error occurring?

- A. SBQQ Optional c is not a Quote Linefield.
- B. The user did not create any groups on thequote.
- C. The user did not mark any products as""optional.""

D. SBQQ Optional c is not a textfield."

Answer: D

Question#:189

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options in the same level.

How should the Admin set this up?

- A. Set the Percent of Total Scope field on the Product Option record to a value of Components.
- B. Set the Percent of Total Scope field on the Product Option record to a value of Package.
- C. Set the Percent of Total Category field on each Product in the bundle to the same value.
- D. Set the Percent of Total Scope field on the Product Option record to a value of Group.

Answer: A

Question#:190

An Admin has created a new bundle, and a Product Rule associated with it. Universal Containers want the Product Rule to fire within this specific bundle. Which is a valid setup for the Configuration Rule?

- A. The Configuration Rule must be associated with the Product Option records used in Product Actions.
- B. The Configuration Rule must be associated with Product records used in Product Actions.
- C. The Configuration Rule must be associated with the Parent Product in the bundle.
- D. The Configuration Rule must be associated with the Product Feature used within the bundle.

Answer: C

Question#:191

Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

- A. The Summary Fields fieldset
- B. The Totals Field package setting

- C. The Segmented Summary Fields fieldset
- D. The Line Subtotals Total field packagesetting

Answer: A

Question#:192

Suppose you have several Product Rules with conditions that evaluate a Configuration Attribute. You want the rules to fire immediately when the user changes the value of the Configuration Attribute. How do you accomplish this?

- A. AddtheProductRulestotherelatedlistontheConfigurationAttributerecord
- B. Check the Apply Immediately checkbox on the Configuration Attribute record.
- C. SettheEvaluationOrderoftheProductRulestobelaterthantheEvaluationOrderoftheConfiguration Attributes
- D. Check the Run Immediately checkbox on the Product Rulerecords

Answer: B

Question#:193

Universal Containers needs to set up a bundle so that the sales rep can set some values that apply to the bundle rent, and others that apply to specific options. Which two configurations meet this requirement?

- A. Use custom product option fields for option-levelvalues.
- B. Use configuration attributes for option-levelvalues.
- C. Use custom product option fields for bundle-levelvalues.
- D. Use configuration attributes for parent-levelvalues.

Answer: A D*

Question#:194

Universal Containers sells a subscription Product Y that is sometimes sold in yearly segments and sometimes sold in quarterly segments. How should the Admin configure price dimensions for Product Y to allow the User to determine segment length?

- A. Create one price dimension with Type set to Custom.
- B. Create two price dimensions, one with Type set to Yearly, the other with Type set toQuarterly.

C. Add the “Segment Type” field to the Segment Line Editor field set on the Quote Lineobject.

D. Create one price dimension with Type set to Yearly and Allow Override set toTrue.

Answer: A

Question#:195

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates.

How can a CPQ Specialist meet this business requirement?

A. Separate Quotes must be created for each unique StartDate.

B. Set both the Order by Quote Line Group and Ordered checkboxes toTrue.

C. Change Default Order Start Date in CPQ Package settings to Quote StartDate.

D. Set the Order By picklist on the Quote to SBQQ StartDate c, and the Ordered checkbox toTrue.

Answer:B D

The screenshot displays the Salesforce CPQ Quote editor for Quote Q-00043. The interface includes a top navigation bar with tabs for Quotes, Orders, Products, Product Rules, Price Rules, Summary Variables, Discount Schedules, and More. The main content area is divided into sections for quote configuration. The 'Start Date' is set to 2/23/2020. The 'End Date' is empty. The 'Subscription Term' is set to 12. The 'Renewal Term' is empty. The 'Renewal Uplift (%)' is empty. The 'First Segment Term End Date' is empty. The 'Billing Information' section shows 'Payment Terms' as Net 30 and 'Billing Frequency' as --None--.

The 'Order By' dropdown is open, showing the following options:

- None-- (selected)
- QuantityBasedFormulaField__c
- SBQQ__ProductFamily__c

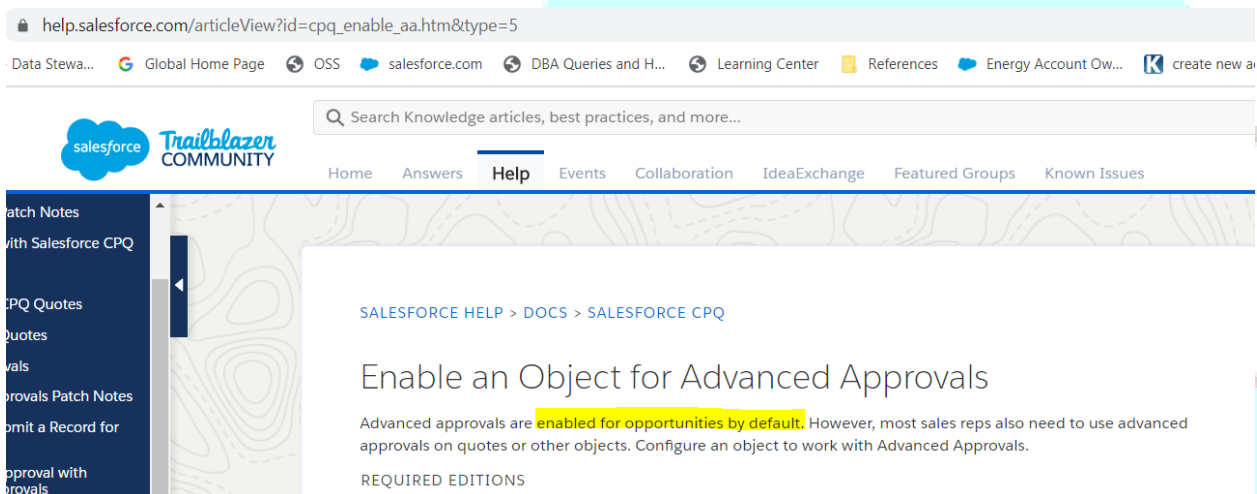
The 'Ordered' checkbox is checked, and the 'Order By Quote Line Group' checkbox is unchecked.

Question#:196

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

- A. Core Salesforce Quoteobject
- B. CPQ Quote Lineobject
- C. Opportunityobject
- D. CPQ Quoteobject

Answer: C



Question#:197

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

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

Answer: A

Question#: 198

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

- A. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.
- B. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.
- C. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.
- D. Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ Product Code.

Answer: C

Question#: 199

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- A. Create a new field set on the Quote Line editor without Monthly Price.
- B. Fill the Conditional Print Field on the Column Lines object.
- C. Create a custom Formula indicating if the Payment Terms Are Net30.
- D. Create an additional Lines Section without the Monthly Price field.

Answer: B C

Question#:200

In what way does Smart Approvals expedite the approval process?

- A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- B. Quotes within defined thresholds will be automatically approved.
- C. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- D. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

Answer: A D

Question#:201

An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer's product catalog. Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

- A. On the Configuration Attribute, "Apply to Product Options" is not selected.
- B. A selection rule is being used to hide a configuration attribute value.
- C. On the Configuration Attribute, "Hidden" is selected.
- D. The user chose a configuration attribute value that cannot be mapped.
- E. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.

Answer: A

Question#:202

Universal Containers has created a Discount Schedule with the override behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. The Save or Quick Save buttons are clicked.
- B. Override values are subject to Discount Schedule updates made by the Admin.
- C. The Opportunity status has changed to Proposal/price Quote.

D. The Quote status has changed to Approved.

Answer: A

Question#:203

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

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

What are two ways the CPQ Specialist can meet these requirements? Choose 2 answers

- A. Set Order Product Date to Today when the record is created using ProcessBuilder.
- B. Set package Default Order Start Date to Today.
- C. Set Contracting Method on the Order to singleContract.
- D. Set package Contracting Method to SingleContract.

Answer: B, D

Question#:204

What is a valid formula for use in a Price Action where Target Object is QuoteLine?

- A. SBQQ Product r.SBQQDiscountScheduler.SBQQ Order
- B. SBQQ Product r.Name
- C. SBQQ Feature r.SBQQ Number
- D. \$User.FirstName

Answer: B

Question#:205

In order to assign a fixed price to a Product based on a range of quantities (which would override the automatic calculation of quantity x unit price) you would use?

- A. BlockPricing
- B. ContractedPricing

C. Cost & MarkupPricing

SalesForce
by *keeda*

www.salesforcekeeda.com

D. ListPricing

Answer: A

Question#:206

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- B. Configuration Attribute picklist values
- C. The Feature Name field on the Configure Product page
- D. HTML Template Content in the Quote document

Answer: C, D

Question#:207

MDQ products are automatically removed from normal Line Item tables whenever an output document includes an MDQ specific table layout in another section

- A. True
- B. False

Answer: B

Question#:208

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

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

Why is bundle excluded in the Amendment Quote?

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

Answer: C

Question#:209

Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes.

How can this agreement be configured to set the Regular Price for this customer?

- A. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- B. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.
- C. Create a Discount Schedule and add it to the Discount Schedule field on Product A.
- D. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.

Answer: B

Question#:210

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

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

Answer: B D

Question#:211

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Which three steps should the Admin take to set up this pricing? Choose 3 answers

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

Answer: B D E

Question#:212

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has

created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- B. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product

Action using the Filter Field should Hide the Products.

- D. AnErrorConditions should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

Answer: C

Question#:213

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Disabled.
- B. Set the Configuration Type to Allowed and Configuration Event to Always.
- C. Set the Configuration Type to Allowed and Configuration Event to Add.
- D. Set the Active checkbox on Reconfigure Line Custom Action to False.

check

Answer: A C

Question#:214

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

- A. Range
- B. Markup
- C. Slab
- D. Block

Answer: C

Question#:215

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

What should the Admin do to meet this requirement?

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

B. Set the ConfigurationType field of the bundle to a value of Required and the ConfigurationEvent field



to a value of Always.

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

Answer: C

Question#:216

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page.

Which solution meets the business requirement without creating a separate Price Book?

- A. Create a bundle with a Configuration Attribute.
- B. Create multiple bundles with validation Product Rules.
- C. Create a Hidden Filter in Product Selection based on Profile.
- D. Create a Filter Product Rule.

Answer: B

Question#:217

An Admin has created a Configuration Attribute on the Product A bundle, and now needs an Identical Configuration Attribute on the Product B bundle that saves its value into the same Quote Line field. Which tasks should the Admin complete to meet this business requirement?

- A. Check "Apply to Product Options" on the existing Configuration Attribute, then make Product B an option of Product A.
- B. Create a second Configuration Attribute on Product B, no further administration required.
- C. Create a second Configured Product record for Product B on the existing Configuration Attribute.
- D. Create a second Product Option field with identical values, then create a second Configuration Attribute on Product B.

Answer: B

Question#:218

Universal Containers provides a discount for an enterprise-level customer if a single line's Net price is above a

certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- B. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- C. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- D. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.

Answer: A

Question#:219

Universal Containers requires its the bundle configuration as- is prevent users from reconfiguring a specific bundle agreement for future pricing Contract Term whenever requests to modify the existing Contract are made.

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

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

Answer: BD

Question#:220

The Admin at Universal Containers is setting up permissions for internal sales Users. In addition to assigning the Salesforce CPQ User permission set, for which objects do the Users need Read, Create, Edit, Delete permissions?

- A. Quote Template, Template Content, Template Section, Line Column
- B. Quote, Quote Line, Quote Line Group, Quote Document

- C. Price Rule, Price Action, Price Condition, LookupQuery
- D. Discount Category, Discount Schedule, Discount Tier, TermSchedule

Answer: A

Question#:221

Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.

What are three ways the Admin can adjust the design of this bundle to reduce scrolling in configuration?
Choose 3 answers

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

Answer: B C D

Question#:222

What does ApprovalsArchivedc need to return to properly archive approval records?

- A. True
- B. False
- C. 1
- D. 0

Answer: C

Question#:223

Universal Containers has a block priced product, Cloud Contacts, and wants to apply a 10% premium to the product when the payment frequency is annual. Based on the Price Actions below, what is the correct Order for the actions?

$SBQQCustomerPricec = SBQQRegularPricec * (1 - SBQQ_Discount_c)$

$SBQQNetPricec = SBQQPartnerPricec * (1 - SBQQ_DistributorDiscount_c)$

$SBQQPartnerPricec = CustomerPricec * (1 - SBQQ_PartnerDiscount_c)$

$SBQQRegularPricec = SBQQListPriceC * 1.1$

- A. a) b) c)d)
- B. d) a) c)b)
- C. d) c) a)b)
- D. b) c) a)d)

Answer: B

Question#:224

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

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

Answer: B

Question#:225

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

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

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

Answer: C

Question#:226

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

How should the Admin meet this requirement?

- A. ChangethePriceBookEntriesfortheProductinthe2019PriceBookto100USDand95EUR. On the Product Option, set the Selected field toTrue.
- B. ChangethePriceBookEntriesfortheProductinthe2019PriceBookto100USDand95EUR. On the Product Option, set the System field toTrue.
- C. CreateaProductOptionrecordandsettheUnitPricefieldto100andtheCurrencyfieldtoUSD. Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR. On both Product Option records, set the Required field toTrue.
- D. ChangethePriceBookEntriesfortheProductinthe2019PriceBookto100USDand95EUR. On the Product Option, set the Bundled field toTrue.

Answer: D

Question#:227

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big.

What should the Admin do to resize the image and to maximize image quality?

- A. Wrap the image in a span tag and resize using CSS.
- B. Add HTML height and width attributes in the img tag."
- C. Resize in an image editor outside of Salesforce.
- D. Use inline CSS height and width properties in the img tag.

Answer: C

Question#:228

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

Which Approval type best suits UC's needs?

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

Answer: B

Question#:229

An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.

How should the Admin make the prices visible again?

- A. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.
- B. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.

- C. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- D. Go to the Product Option record and check if the Price Editable field is False.

Answer: B

Question#:230

Users should be able to quote ramp deals with non-consecutive time period. Which setting should the Admin turn on for this requirement?

- A. Select the Allow Non-Consecutive Custom Segments checkbox on the Price Dimension object.
- B. Select the Allow Non-Consecutive Custom Segments checkbox on the Product object.
- C. Select the Allow Non-Consecutive Custom Segments checkbox on the salesforce CPQ package settings.
- D. None of the above: all custom segments must be consecutive.

Answer: C

Question#:231

Administrators can control the location of Configuration Attributes using row and column orders.

- A. True
- B. False

Answer: A

Question#:232

Which customers to commit to a new 12-month Contract Term

? Choose 2 answers

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

Answer: A C

Question#:233

SalesForce
keeda

www.salesforcekeeda.com

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A. All Products with Price Book Entries in all ActiveCurrencies.
- B. All Products with Price Book Entries when Dated Exchange Rates areenabled.
- C. All Products with Price Book Entries with a positivePrice.
- D. All Products with Price Book Entries in the Opportunity/QuoteCurrency.

Answer: D

Question#:234

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

- A. Write a customtrigger.
- B. Use package productcode.
- C. Create price rules and formulafields.
- D. Combine roll-up fields with formulafields.

Answer: B

Question#:235

What additional field is required for all records when using Approval Variables vs. SummaryVariables?

- A. NetVariable
- B. CombineWith
- C. Type
- D. ListVariable

Answer: C

Universal Containers has two products:

*C-STOR-L, which is a Large Storage Container.

*C-LID-L, which is a lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The Admin wants to create an Option Constraint.

What field should C-LID-L be stored in to meet this requirement?

- A. ConstrainedOption
- B. DependentOption
- C. Required forOption
- D. SelectedOption

Answer: A

Question#:237

Universal Containers 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, Universal Containers would like. Bundle products to show in the product Selection page. Products that are Product Options of the bundle to not show in the Product Selection page. How should the Admin set up the bundle?

- A. Select the Hidden checkbox for any Product that is a Product Option for the bundle.
- B. Select the Component checkbox on any Product that is a Product Option for the bundle.
- C. Select the bundled checkbox on each Product Option and mark the Product inactive.
- D. Select the Selected checkbox on each Product Option and mark the Product inactive.

Answer: B

Question#:238

The products sold by Universal Containers (UC) have a Product Family of Hardware or Software. Each Quote should only contain one of the Product Families. At the time of Quote creation, the sale rep is required to

populate a custom picklist with the API name Familyc with values of Hardware and Software.

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

How should the Admin meet this requirement?

A. Create a Custom Action Condition related to the Add Products Custom Action where: Target

Object is Quote

Field is Family

Filter value is Product Family

B. Create a Custom Action Condition related to the Add Products Custom Action where: Target

object is Product

Field is Product Family

Filter Value is Family

C. Create a Search Filter related to the Add Products Custom Action Where:

Target Object is Quote

Target Field is Family

Operator is Equals

Filter Source Object is Product

Filter Source Field is Product Family

Hidden is True

D. Create a Search Filter related to the Add Products Custom Action Where:

Target Family is Product

Target Field is Product Family

Operator is Equals

Filter Source Object is Quote

Filter Source Field is Family

Hidden is True.

Check D

Answer: C

Question#: 239

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

- A. Select the Required checkbox on each Product Option in the Bundle.
- B. Select the Hidden checkbox on the Bundled Product record.
- C. Select Add as the Option Selection Method on the Bundle product.
- D. Select Click as the Option Selection Method on the Bundle product.

Answer: C

Question#:240

Universal Containers has a quote with the following Process Inputs. The Admin wants questions that change dynamically based on answers to previous questions. For the first question, if the answer to “What business problem are you solving” is: Consolidated IT, then Server Types should be shown as the only next question. If the answer is “Manage Time & Express,” then Deployment Options and Commercial Segment should be shown and Server Types should be hidden. How should the quote process be set up to meet this requirement?

- A. Create a Process Input Condition on Business Solution where Server Types equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.
- B. Create a Process Input Regulation on Server Types where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.
- C. Create a Process Input Condition on Server Types where Business Solution equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.
- D. Create a Process Input Condition on Server Types Where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manager Time & Expense.

Answer: C

Question#:241

Universal Containers has a requirement to ensure that Product B is always quoted with Product A in a bundle. The products are in separate features and there is no clear indication that they must be sold together. They implemented a Product Validation rule to fulfill this requirement, but received complaints that it was not user friendly. What other approach should the Admin take to fulfill this requirement?

- A. Create an Option Constraint with Type: Add.

- B. Create a Configuration Price Rule to add ProductB.
- C. Create a Product Selection rule to add ProductB.
- D. Create an Option Constraint with Type:Dependency.

Answer: C

Question#:242

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100

What is the Prorated List Unit Price for the Quote Line?

- A. USD116.67
- B. USD118.31
- C. USD125.00
- D. USD100.00

Answer: A

Question#:243

The Admin has created the “Promotional Discount ABC” price rule below. TABLE Assuming a quote where all conditions form this rule are met, which products on the quote get a discount?

- A. ProductC
- B. Product A, Product B, and ProductC
- C. Product A and ProductC
- D. Product B and ProductC

Answer: D

Universal Containers designates all miscellaneous components with a Product Family that equals "MISC." The Admin wants these components to automatically be excluded from the output document. What should the Admin do to meet this requirement?

1. Universal Containers designates all miscellaneous components with a Product Family that equals "MISC." The Admin wants these components to automatically be excluded from the output document. What should the Admin do to meet this requirement?

A. On the Quote Template record, set the show bundled products checkbox to FALSE.

A. On the Template Section record, set filter fields to Product Family, "Not Equals", and "MISC"

A. On the Quote Template record, set the show all package products checkbox to TRUE.

A. On each miscellaneous product's Product page, set the Component checkbox to TRUE.

Correct answer is B

Universal Containers wants to use a "field, Custom_Field c", on the Product Feature object as part of a Price Condition in a Price Rule. The Price Rule should be firing in the Line Editor, whenever the user calculates the Quote. The admin has also created a cross-object formula field on the product option object to store the value there as well, called "Feature_Value c". What should the Admin use in the price condition?

☐

Object = "Product Option" Field = "Feature_Value__c"

☐

Object = "Quote Line" Tested Formula = "SBQQ__ProductionOption__r.Feature_Value__c"

☐

Object = "Product Feature" Field = "Custom_Field__c"

☒

Object = "Quote Line" Tested Formula = "SBQQ__Feature__r.Custom_Field__c"

The answer is D last one

3. In which scenario must an Admin choose "Custom" for the condition met field of a Price Rule?

- a. The Price Rule uses a custom lookup object to store key-value pairs for Price Conditions
- b. The Price Rule uses a combination of AND and OR logic when evaluating three or more Price Conditions
- c. One or more Price Condition records have a lookup to a Summary Variable
- d. One or more Condition records use a formula that reference a non-CPQ object field

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

a. Create 2 product features, Maintenance & Support. Maintenance will always display first, due to alphabetical ordering.

b. Create 2 product features, Maintenance & Support. The Support feature should have a lower value in the "Number" field.

c. Create 2 product options, Maintenance & Support. Maintenance will always display first, due to alphabetical ordering.

d. Create 2 product options, Maintenance & Support. The Support option should have a lower value in the "Number" field.

11. Universal Containers has 4 Price Rules, each with differing Calculator Evaluation Events &

Evaluation Orders. Which rule will evaluate first?

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

The logo for Salesforce Keeda features the word "Salesforce" in a red, cursive-style font, followed by "Keeda" in a blue, cursive-style font. A small, stylized blue and red icon is positioned between the two words.

Salesforce
Keeda

www.salesforcekeeda.com