

Salesforce.CPQ-Specialist.v2022-04-27.q173

Exam Code:	CPQ-Specialist
Exam Name:	Salesforce Certified CPQ Specialist
Certification Provider:	Salesforce
Free Question Number:	173
Version:	v2022-04-27
# of views:	3749
# of Questions views:	1730
https://www.freepdfdumps.com/Salesforce.CPQ-Specialist.v2022-04-27.q173.html	

NEW QUESTION: 1

The Admin at Universal containers has created a formula filed 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 accomplish this?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

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?

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 3

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales reps attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Create an HTML Template Content record for the PDF and include it in a Template Section.
- B. Add the PDF as a required Additional Document on the Quote Template.
- C. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- D. Upload the PDF into the Documents object folder named Output Attachments.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

Universal Containers wants to show a custom text field with the API name Additional_Text__c on the Quote Document. This field already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. {!quote__r.Additional_Text__c}
- B. {!quote.Additional_Text__c}
- C. {!SBQQ__Quote__r.Additional_Text__c}
- D. {!SBQQ__Quote__c.Additional_Text__c}

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 5

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 Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- B. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- C. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- D. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

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

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

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 7

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. A second Order is generated with the remaining Quote Lines.

B. The existing Order is updated with the remaining Quote Lines.

C. An error is thrown informing the user an Order already exists.

D. An Order without Order Products is created.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 8

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 Options [4]	Configuration Rules [0]
Product Feature Detail									
Feature Name	Product Feature A								- Option S D y n a m i c C p t
Min Options									
Max Options									

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 9

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

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 10

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 11

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

What should the admin set up to satisfy this requirement?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 12

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:

Percent Of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

A:

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Scope	Net
Product Option	Percent of Total Base	Components

B:

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Scope	Components
Product Options	Percent of Total Base	Customer

C:

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Base	Customer
Product Options	Percent of Total Scope	Package

D:

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Base	Net
Product Option	Percent of Total Scope	Components

A. Option

B. Option

C. Option

D. Option

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 13

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 sales rep is required to populate a custom picklist with the API name Family__c with values of Hardware or Software.

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

How should the Admin meet this requirement?

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

- * Target Object is Quote
- * Field is Family__c
- * Filter Value is Product Family

B. Create a Search Filter related to the Add Products Custom Action where:

- * Target Object is Quote
- * Target Field is Family__c

- * Operator is Equals
- * Filter Source Object is Product
- * Filter Source Field is Product Family
- * Hidden is True

C. 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

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

- * Target Object is Product
- * Target Field is Product Family
- * Operator is Equals
- * Filter Source Object is Quote
- * Filter Source field is Family__c
- * Hidden is True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 14

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

- A.** Combine With
- B.** List Variable
- C.** Net Variable
- D.** Type

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 15

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 three.)

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

Answer: A,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 16

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

Answer: C ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 17

An admin has created a text field Configuration Attribute for Bundle A.

The admin wants the attribute to start with a default value the moment the configuration pageloads.

Which steps should the admin take to meet this requirement?

- A. Create a text field on the Quote Line object with the same API name as the Configuration Attribute held.

Create a Price Rule to target the Quote Line field to give it a value.

- B. Create a Process Builder to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.
- C. Create a formula text field on the Quote, constructing the formula to return the desired default value.

Update the Configuration

Attribute Default Field field to identify the Quote formula field.

- D. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 18

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: Day

Subscription Prorate Precision: Day.

B. Subscription Term unit: Month

Subscription Prorate Precision: Day

C. Subscription Term unit: Month

Subscription Prorate Precision: Month

D. Subscription Term unit: Month

Subscription Prorate Precision: Month + Daily

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 19

Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

A. Populate the Generate Contracted Price field on a Quote record.

B. Add a partner to the Partner on the Quote record.

C. Create a Contracted Price record related to an Account record.

D. Generate a Contracted Price via the Contracted checkbox on the Quote record

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 20

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

A. Segmented Product

B. Product Option

C. Contracted Price

D. Product

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 21

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

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

A.

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

B.

- Regular Unit Price: \$1,500
- Distributor Unit Price: \$1650
- Partner Unit Price: \$825
- Net Unit Price: \$5

C.

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

D.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 22

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

How should the Admin set up this data flow?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

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

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 24

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

Which updates should the Admin male to meet this requirement

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 25

"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 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.
- B. 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."
- C. Create adiscount 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 itinto the Customer Price field on the quote line when the account associated with the quote is ACME Tools.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

Summary Variables can be used in Rule Conditions.

A. False

B. True

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 27

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

A. Additional discounts from the original Quote will automatically populate on the renewal.

B. Optional products from the original Quote will pull into the renewal.

C. The renewal Quote start date will be the Contract end date plus one day.

D. All Quote Line items will be pulled through from the original Quote.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 28

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 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.

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 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.

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: ([SHOW ANSWER](#)**)**

NEW QUESTION: 29

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. USD 116.67

B. USD 118.31

C. USD 125.00

D. USD 100.00

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 30

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. Quote Line

B. Template

C. Opportunity

D. Quote

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

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. Field mapping not set up; create field on Subscription/Asset records with the same API name as field on Quote Line.

B. Preserve Bundle Structure not set up on Contract object; create a workflow rule to automatically set to true.

C. Field mapping not set up; create field on Quote Line with the same API name as the field in the configuration attribute.

D. Configuration Attributes not configured for renewals; check Preserve for Renewals on Configuration Attribute records.

Answer: A ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have**

been corrected get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 32

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. Check the Apply Immediately checkbox on the Configuration Attribute record
- B. Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes
- C. Add the Product Rules to the related list on the Configuration Attribute record
- D. Check the Run Immediately checkbox on the Product Rule records

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 33

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 34

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 this requirement?

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

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 35

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

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 36

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 37

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 Quote Line.
- B.** One Price Action to inject 0.5 "SBQQ__OriginalPrice__c in the SBQQ__SpecialPrice__c field on the Quote Line and one Price Action to inject the text "Custom" in the SBQQ__SpecialPriceType__c field on the Quote.
- C.** One Price Action to inject 50 in the SBQQ__Discount__c field on the Quote Line.
- D.** 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.

Answer: [\(SHOW ANSWER\)](#)

NEW QUESTION: 38

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A.** Set the Product's Sort Order as the only null Sort Order of any Product.
- B.** Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- C.** Set the Product's Product Code as the only null Product Code of any Product.
- D.** Set the Product Code as the first alphabetically of any Product's Product Code.

Answer: **B** [\(LEAVE A REPLY\)](#)

NEW QUESTION: 39

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 Process Builder.
- B.** Set package Default Order Start Date to Today.
- C.** Set Contracting Method on the Order to single Contract.
- D.** Set package Contracting Method to Single Contract.

Answer: **D** [\(LEAVE A REPLY\)](#)

NEW QUESTION: 40

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 package Contracting Method to Single Contract.

B. Set package Default Order Start Date to Today.

C. Set Contracting Method on the Order to single Contract.

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

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 41

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 Options [4]

Configuration Rules [0]

Product Feature Detail

Edit

Delete

Clone

Feature Name

Product Feature A

-

Min Options

1

Option S

Max Options

Dynamic Option

Category

Dynamic Option D

Discount Schedule

-

Created By

CPQ Admin

11/29/2016 11:48 AM

Edit

Delete

Clone

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 the Product Option records and mark the "Cross Products" checkbox as FALSE

C. Set the Discount Schedule on Product Feature A and mark the "Cross Products" Checkbox as FALSE.

D. Set the Discount Schedule on the Product Option records and mark the " Cross Products" checkbox as TRUE

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 42

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 a Dynamic Feature for the bundle parent and create a Filter Product Rule.

B. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

C. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

D. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.

Answer: A ([LEAVE A REPLY](#))

Explanation/Reference:

NEW QUESTION: 43

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book.

When the Product is selected under a bundle, the price should be included as part of the bundle. How should the Admin meet this requirement?

A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

On the Product Option, set the System field to True.

B. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

On the Product Option, set the Selected field to True.

C. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

On the Product Option, set the Bundled field to True.

D. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.

Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.

On both Product Option records, set the Required field to True.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 44

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. The Quote status has changed to Approved.

C. The Opportunity status has changed to Proposal/price Quote.

D. Override values are subject to Discount Schedule updates made by the Admin.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 45

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. Create a second Configuration Attribute on Product B, no further administration required.

B. Check "Apply to Product Options" on the existing Configuration Attribute, then make Product B an option of Product A.

C. Create a second Product Option field with identical values, then create a second Configuration Attribute on Product B.

D. Create a second Configured Product record for Product B on the existing Configuration Attribute.

Answer: **A** ([LEAVE A REPLY](#))

NEW QUESTION: 46

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

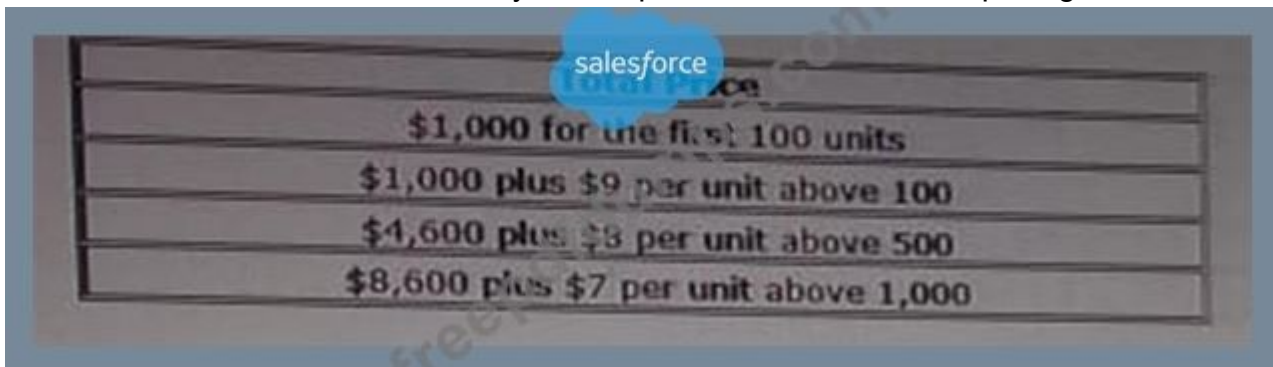
Answer: B ([LEAVE A REPLY](#))

Explanation/Reference: https://help.salesforce.com/articleView?id=cpq_price_rule_considerations.htm&type=5

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 47

Universal Containers Sells a monthly subscription service with tiered pricing:



\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which two pricing configurations meet these requirements?

Choose two answers

- A. Block pricing with slab Discount Schedule

- B. List pricing with slab Discount Schedule
- C. Block pricing with range Discount Schedule
- D. List pricing with lookup price Rule
- E. Block pricing with overage

Answer: A,E ([LEAVE A REPLY](#))

NEW QUESTION: 48

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 is absent?

A. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence.

Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.

B. 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.

C. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.

D. 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.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 49

An admin has created a Small Business product with List Price = \$5.00 with these Product Options:



if a user adds this bundle and saves it without changes to the configuration, what will the package total be on the Small Business Bundle parent product Quote Line?

- A. \$25.00
- B. \$17.50
- C. \$37.50
- D. \$5.00

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 50

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 as Percent Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- A. 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.
- B. 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.
- 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: ([SHOW ANSWER](#)**)**

NEW QUESTION: 51

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.

What can the Admin change on the Product Rule or Configuration Attribute to ensure the error message only appears upon clicking Save?

- A. Change the Product Option field Apply Immediately to True.
- B. Add a Product Rule Error Condition to check if Evaluation Action = Save.
- C. Change the Product Rule field Evaluation Event to Save.
- D. Change the Configuration Attribute field Apply Immediately to False.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 52

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:

Percent Of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

A.

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Base	Net
Product Option	Percent of Total Scope	Components

B.

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Scope	Net
Product Option	Percent of Total Base	Components

C.

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Scope	Components
Product Options	Percent of Total Base	Customer

D.

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Base	Customer
Product Options	Percent of Total Scope	Package

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 53

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. Show
- B. Default filter
- C. Enable
- D. Optional filter

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 54

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 55

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 Quantity Editable checkbox on the Product Option.
- B. Select Component as the Type field on the Product Option.
- C. Select the Multiplier checkbox on the Bundle.
- D. Select the Bundled checkbox on the Product Option.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 56

"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. Allowed
- B. None
- C. Required
- D. Configurable
- E. Disabled

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 57

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.

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

- A. Set Max Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- B. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.

C. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for Support.

D. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for Support.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 58

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. Select Product Family in the Product Results Group Field Name field in Additional Settings

B. Select Product Family in the Product Search Plugin field in Plugins.

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

D. Add the Product Family field to the Search Results Field Set on the Product Object.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 59

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

Discount Tiers:

Tier name	Lower bound	Upper bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6		20%

A. \$480.00

B. \$470.00

C. \$500.00

D. \$450.00

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 60

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

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 61

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



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

Choose 2 answers

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

Answer: A,C ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine

here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, 30%OFF Special Discount: **Freepdfdumps**)

NEW QUESTION: 62

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

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 63

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

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 64

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 Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B. 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.
- C. 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.
- D. 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.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 65

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.** Set the Product Family picklist on the Standard Warranty product's Product record to Services.
- B.** Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- C.** Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- D.** Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 66

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 Workflow Rule that stores the Product field's value in the Quote Line field.
- D.** Create a Price Rule that stores the Product field's value in the Quote Line field.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 67

An Admin at Universal Containers wants Configuration Attribute X to appear on the configuration page of bundle Y.

The value selected will drive a Selection Product Rule, and will also be listed in a Line Item Column in the output document. On which objects will the Admin need to create the Configuration Attribute X custom field in order to meet his requirements?

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 68

An admin has created a text field Configuration Attribute for Bundle A.

The admin wants the attribute to start with a default value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A.** Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.

- B.** Create a formula text Held on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field field to Identify the Quote formula field.
- C.** Create a Process Builder to update the Product Option field that Is used for the Configuration Attribute value. Set the process to trigger upon new record creation.
- D.** Create a text field on the Quote Line object with the same API name as the Configuration Attribute held. Create a Price Rule to target the Quote Line field to give It a value.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 69

"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 dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- C.** 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."
- D.** Create a bundle with Container B and options X, Y, and Z as product options for Container A.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 70

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.** Add the "Segment Type" field to the Segment Line Editor field set on the Quote Line object.
- B.** Create one price dimension with Type set to Yearly and Allow Override set to True.
- C.** Create two price dimensions, one with Type set to Yearly, the other with Type set to Quarterly.
- D.** Create one price dimension with Type set to Custom.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 71

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 Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.
- B.** Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.

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

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 72

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. Upload the PDF into the Documents object folder named Output Attachments.

B. Create an HTML Template Content record for the PDF and include it in a Template Section.

C. Add the PDF as a required Additional Document on the Quote Template.

D. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 73

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. Check the Quote's Primary checkbox for a value of True.

B. Ensure the Quote's Account lookup is populated.

C. Ensure the Quote's Opportunity lookup is populated.

D. Check the Quote's Primary checkbox for a value of False.

E. Ensure the Opportunity's Primary Quote lookup is populated.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 74

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. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.

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

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

D. Separate Quotes must be created for each unique Start Date.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 75

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

- A.** A Price Rule, with conditions that check the Quote field values, and an action to update the Quote Lines.
- B.** A Workflow Rule, with conditions that check the Quote field values, and a Field Update to Update the Quote Lines.
- C.** A Custom Trigger on the Quote object, with a query to obtain all related Quote Lines, and an update operation after changing the field.
- D.** Process Builder, with conditions that check the Quote field values, and the native functionality to update related records.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 76

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

Choose 2 answers

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

Answer: B,C ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 77

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. Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.
- B. In the package settings, set Subscription Prorate Precision to Monthly.
- C. Create a Price Rule that takes the user-entered date and calculates a rounded Term.
- D. On the Quote object, set the Subscription Prorate Precision field to Monthly.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 78

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

Answer: E ([LEAVE A REPLY](#))

NEW QUESTION: 79

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 80

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 using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
-- One Price Action to inject the value 10 into the Quantity field
-- One Price Action to inject the value 50 into the List Unit Price field
- B. -- One Price Condition verifying that the SBQQ_ProductName_c field on the Product Option object is equal to "Product A"

- One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
 - One Price Action to inject the value 50 into the List Unit Price field
 - C.** -- One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.
 - One Price Action to inject the value 10 into the Quantity field
 - One Price Action to inject the value 50 into the List Unit Price field
 - D.** -- One Price Condition using a Summary Variable counting Product A to verify that Product A is selected
 - One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
 - One Price Action to inject the value 50 into the List Unit Price field
- Answer: B** ([LEAVE A REPLY](#))

NEW QUESTION: 81

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

- A.** Custom Script
- B.** Custom Action
- C.** Product Rules
- D.** Pricing Rules

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 82

"UC wants to show a custom text field on their Quote Document. This field with API name Additional_Text__c already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A.** {!quote.Additional_Text__c}
- B.** {ISBQQ__Quote__r.Additional_Text__c}"
- C.** {ISBQQ__Quote__c.Additional_Text__c}
- D.** {!quote__r.Additional_Text__c}

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 83

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.** HTML Template Content in the Quote document
- D.** The Feature Name field on the Configure Products page

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 84

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

licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

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

- A.** Set Pricing Method to Block 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 Fixed Price on the Product record.
- E.** Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 85

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 the Product Option records and mark the Cross Products checkbox as False 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 Option records and mark the Cross Orders checkbox as True on the Discount Schedule.
- D.** Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount Schedule.

Answer: ([SHOW ANSWER](#)**)**

Explanation

NEW QUESTION: 86

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 Workflow Rule with a Field Update to populate the average Approval Score.
- B. Create a trigger to populate the average Approval Score.
- C. Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.
- D. Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 87

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

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 88

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 89

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

- A.** The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.
- B.** One or more Price Condition records have a lookup to a Summary Variable.
- C.** The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.
- D.** One or more Price Condition records use a formula that references a non-CPQ object field.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 90

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?

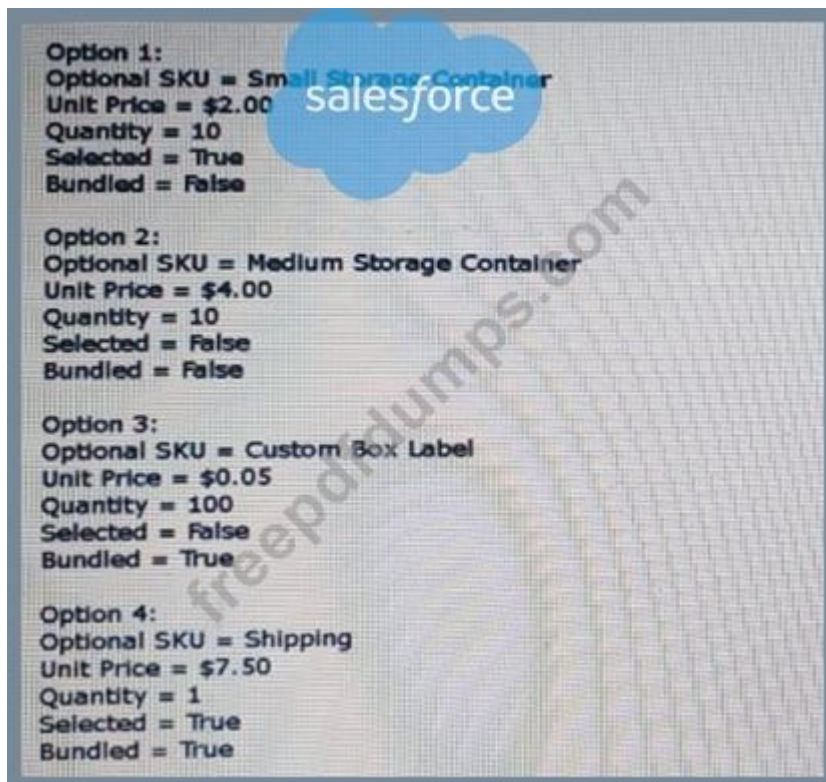
- A.** Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- B.** Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- C.** Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.
-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

Answer: ([SHOW ANSWER](#))

Explanation/Reference:

NEW QUESTION: 91

An admin has created a Small Business product with ListPrice = \$5.00 with these Product Options:



if a user adds this bundle and saves it without changes to the configuration, what will the package total be on the Small Business Bundle parent product Quote Line?

- A. \$25.00
- B. \$5.00
- C. \$17.50
- D. \$37.50

Answer: ([SHOW ANSWER](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 92

An admin has set the Group Field on one of the Quote Templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

- A. Template Section with Template Content of Line Items type has a value in Group Field.
- B. Bundles on Quote A contain a Configuration Attribute designating location.

C. Modified By field on the user's Quote was last modified before the new Quote Template was implemented.

D. There are Quote Line Groups related to Quote A.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 93

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 using a Summary Variable counting Product A to verify that Product A is selected.

One Price Action to inject the value 10 into the Quantity field.

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

B. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10 One Price Action to inject the value 10 into the Quantity field.

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

C. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10 One Price Action to inject the value 50 into the Unit Price field.

D. One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A".

One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10.

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 94

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature? (Choose two.)

A. Segmented Product

B. Product Option

C. Contracted Price

D. Product

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 95

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 = False

The Contract's Renewal Quoted = True

B. The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = True

The Contract's Renewal Quoted = False

C. The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = False

The Contract's Renewal Quoted = False

D. The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = True

The Contract's Renewal Quoted = True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 96

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. 80, 0, 40

C. 100, -20, 40

D. 100, 80, 120

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 97

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 98

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 99

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operation team wants to ensure that when a sales rep renew an existing Contract with Premier Support, it is replaced with Premier Pro.

What does the Admin need to do to support this business requirement?

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 100

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 accomplish this?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 101

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book.

When the Product is selected under a bundle, the price be included as part of the bundle.

How should the Admin meet this requirement?

A. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

-- On the Product Option, set the Bundle field to True.

B. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

-- On the Product Option, set the Selected field to True.

C. -- Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.

-- Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.

-- On both Product Option records, set the Required field to True.

D. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

-- On the Product Option, set the System field to True.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 102

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which two pricing configurations meet these requirements? (Choose two.)

A. Block pricing with range Discount Schedule

B. Block pricing with overage

C. List pricing with slab Discount Schedule

D. Block pricing with slab Discount Schedule

E. List pricing with lookup Price Rule

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 103

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

B. Update the Custom Action Location to eft.

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 104

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.** Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the subtitle Approver, then add the rule to the existing Approval chain as the first step.
- B.** 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.
- C.** On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.
- D.** 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.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 105

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 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.
- B.** 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.
- C.** 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.
- 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.
- E.** subscription products, set the Percent Of Total Category to Storage.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 106

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

Answer: C ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 107

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?

* 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 Quote Line. 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.

- A. 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.
- B. 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. 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. 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: B ([LEAVE A REPLY](#))

NEW QUESTION: 108

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 109

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 Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- C.** Create a single Price Book with all Products. Share the Price Book with all users.
- D.** Use Product rules to hide Products from some sales reps.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 110

Universal Containers 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 two.)

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 111

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 112

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 113

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote line Group. How should the Admin meet the business requirements?

- A.** Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.
- B.** Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.

C. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.

D. Create a Validation Rule that prevents an Order Product from being created on an Order representing the wrong milestone.

Answer: C ([LEAVE A REPLY](#))

Explanation/Reference:

NEW QUESTION: 114

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

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

A. Subscription Pricing equals Percent Of Total

B. Package equals True

C. Pricing Method equals Percent of Total

D. Bundled equals True

Answer: A ([LEAVE A REPLY](#))

Explanation/Reference: https://help.salesforce.com/articleView?id=cpq_percent_of_total.htm&type=5

NEW QUESTION: 115

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 quote process is active.

B. "Sort Products in Memory" is enabled.

C. A product rule is firing

D. A hidden search filter was set

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 116

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. A Validation Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.

B. A Validation Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.

C. An Alert Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.

D. An Alter Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 117

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 118

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.** Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1
- B.** Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: False, Subscription Term: 1
- C.** Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total: True, Subscription Term: 12
- D.** Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 119

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 product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.
- B.** 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.
- C.** Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- D.** 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.

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 120

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 Product Family.
- B. Set the Order By field on the Quote Line to Product Family.
- C. Enable Allow Multiple Orders from a checkbox on the Quote.
- D. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 121

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

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

Answer: B ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 122

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 123

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 124

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 125

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

D. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.

Answer: ([SHOW ANSWER](#))

Explanation/Reference:

NEW QUESTION: 126

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

- A.** Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions
- B.** Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions
- C.** Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- D.** Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 127

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 Shading Color field on the Quote Template record.
- B.** In the Template Content source editor in place of the previous hex color code.
- C.** In the Summary Shading Color field on the Line Column records.
- D.** In the Group Shading Color field on the Quote Template record.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 128

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 Subscription Term
- B.** Subscription Term and End Date
- C.** Primary, Subscription Term, and End Date
- D.** Primary and Start Date

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 129

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

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 130

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



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

Choose 2 answers

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

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 131

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

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 132

"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 the Quote Process.
- B. Create a workflow rule to update the Quote Process ID field on the Quote
- C. Create a trigger to update the Process Inputs Region field on the Quote."
- D. Create a workflow rule to update the Quote Process ID field on the Quote Line Group

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 133

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 134

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 135

Universal Containers wants to show a custom text field with the API name Addition_Text_c on the Quote Document. This field already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. {!SBQQ_Quote_cAdditional_Text_C}
- B. {!quote_r.Additional_Text_c}
- C. {!SBQQ_Quote_r.Additional_Text_c}
- D. {!quote.Additional_Text_c}

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 136

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 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.
- 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 to 1 for each rule, then add all rules to the same Approval Chain.
- D. 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.

Answer: A ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 137

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 Hidden checkbox on the Bundle Product Record.
- B. Check the Exclude From Opportunity checkbox on the Bundle Product Record.
- C. Check the Hidden checkbox on the Product option Record.
- D. Check the Optional check box on the Bundle Product Record.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 138

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 bundled checkbox on each Product Option and mark the Product inactive.

B. Select the Hidden checkbox for any Product that is a Product Option for the bundles.

C. Select the selected checkbox on each Product Option and mark the Product inactive.

D. Select the component checkbox on any Product that is a Product Option for the bundles.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 139

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 Hidden.

B. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.

C. Remove the Subscription flag from the Product's Search Results Field Set.

D. Remove the Subscription flag from the Product's Search Filters Field Set.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 140

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 Quote Line fields that are visible.

B. The Quote fields that may be edited.

C. The fields that appear in the Quote Line Drawer.

D. The fields that trigger a calculation event to occur.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 141

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: ([SHOW ANSWER](#))

NEW QUESTION: 142

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

Which step should the Admin take to meet this requirement?

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 143

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. Fill the Conditional Print Field on the Column Lines object.
- B. Create an additional Lines Section without the Monthly Price field.
- C. Create a new field set on the Quote Line editor without Monthly Price.
- D. Create a custom Formula indicating if the Payment Terms Are Net 30.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 144

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. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.
- C. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "NO Errors"
- D. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 145

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

- A. {Iquote.SBQQ__ExpirationDate__c}
- B. [SBQQ__ExpirationDate__c]

- C. {SBQQ__ExpirationDate__c}
- D. IQuote__r. Expiration Date__c

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 146

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 the Opportunity/Quote Currency.
- B. All Products with Price Book Entries with a positive Price.
- C. All Products with Price Book Entries in all Active Currencies.
- D. All Products with Price Book Entries when Dated Exchange Rates are enabled.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 147

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

- A. Discount Schedules
- B. Target Customer Amount
- C. Contracted Price
- D. Prorate Multiplier
- E. Additional Discount Fields

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 148

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

Choose 3 answers

- A. Discount Schedules
- B. Additional Discount Fields
- C. Contracted Price
- D. Target Customer Amount
- E. Prorate Multiplier

Answer: A,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 149

What type(s) of email template formats does SBAA allow?

- A. All of the above,
- B. Plain Text
- C. HTML

D. Visualforce

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 150

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 the Quote Line .
- B. Populate Default Subscription Term on the Quote Line.
- C. Populate Subscription Pricing on the Product.
- D. Check "Enable Proration" on the Quote.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 151

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. Field mapping not set up; create field on Quote Line with the same API name as the field in the configuration attribute.
- B. Configuration Attributes not configured for renewals; check Preserve for Renewals on Configuration Attribute records.
- C. Field mapping not set up; create field on Subscription/Asset records with the same API name as field on Quote Line.
- D. Preserve Bundle Structure not set up on Contract object; create a workflow rule to automatically set to true.

Answer: C ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 152

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 153

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

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

- A. Set the bundle product record field Configuration type to Allowed and Configuration Event to Always.
- B. Set the bundle product record field Configuration Type to Required and Configuration Event to Always.
- C. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add
- D. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 154

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. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- B. Use Product rules to hide Products from some sales reps.
- C. Create a single Price Book with all Products. Share the Price Book with all users.
- D. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 155

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. Create a custom formula Indicating if the Payment Terms are Net 30.
- C. Create an additional Line Items section without the Monthly Price field.
- D. Include Monthly Price in the Quote Line Editor Field set.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 156

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. Fill the Product field on the Price Rule with the Product.
- B. Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.
- C. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.
- D. Fill in the Lookup Object field on the Price Rule with the Product.

Answer: B ([LEAVE A REPLY](#))

Explanation/Reference:

NEW QUESTION: 157

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 image file type is PNG.
- D. The Opportunity's Stage field is equal to Closed/Won.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 158

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. Create a second Configured Product record for Product B on the existing Configuration Attribute.
- B. Check "Apply to Product Options" on the existing Configuration Attribute, then make Product B an option of Product A.

- C. Create a second Configuration Attribute on Product B, no further administration required.
- D. Create a second Product Option field with identical values, then create a second Configuration Attribute on Product B.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 159

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

Discount Tiers:

Tier Name	Lower Bound	Upper Bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6	blank	20%

- A. \$500.00
- B. \$480.00
- C. \$450.00
- D. \$470.00

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 160

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 a single product with three monthly price dimensions
- B. Create three products to represent the setup fee, the installation fee and the monthly fee each with a monthly price dimension, and combine them into a bundle.
- 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: B ([LEAVE A REPLY](#))

NEW QUESTION: 161

A contract begins April 1st and ends December 31st. The contract has been amended twice so far. The first amendment has an Amendment Start Date of June 1st. The second amendment has an Amendment Start Date of August 1st.

If the current date is October 1st, what is the earliest possible Amendment Start Date for a third amendment?

- A. January 1st
- B. August 1st
- C. April 1st
- D. October 1st

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 162

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

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 163

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

Answer: A,B,E ([LEAVE A REPLY](#))

NEW QUESTION: 164

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 object.
- B. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.
- C. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.
- D. Add Additional Disc. to the Line Editor Field set on the Quote Line object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 165

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 166

When amending a contract, user? have reported that the net pricing of some products Is Incorrect. The admin has done a preliminary Investigation and found that the Issue only happens on existing products when the quantity Is adjusted.

What Is the likely cause?

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

Answer: ([SHOW ANSWER](#)**)**

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF Special Discount: Freepdfdumps**)

NEW QUESTION: 167

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

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

A. Create a Product Rule of type Selection.

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

B. Create a product Rule of type Selection.

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

C. Create a Product Rule of type Alert.

Create a Lookup Query which compares the configuration Attribute values to the lookup table and wants the user from saving without selecting the valid option.

D. Create a Product rule of type validation.

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

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 168

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

A. Rollback Pricing

B. Cost Pricing

C. List Pricing

D. Block Pricing

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 169

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

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

A. API name of the field in the Tested field.

B. Value of the Condition # field.

C. Value of the Index field.

D. Salesforce ID of the Error Condition record.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 170

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

A. Process Builder, with conditions that check the Quote field values, and the native functionality to update related records.

B. A Price Rule, with conditions that check the Quote field values, and an action to update the Quote Lines.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 171

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

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. Line Items can be coded into an HTML section.
- B. Template Top and HTML are fully code-customizable
- C. Line Items are either displayed as Standard or with Price Dimensions.
- D. Quote Terms can be dynamic if Term Condition are defined.
- E. Template Top is the only Section that can show Billing/Shipping info.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 172

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 173

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 2, 2021.

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

Which two methods could the user apply individually to meet the requirement? (Choose two.)

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

Answer: A,B ([LEAVE A REPLY](#))

Valid CPQ-Specialist Dumps shared by Actual4test.com for Helping Passing CPQ-Specialist Exam! Actual4test.com now offer the **newest CPQ-Specialist exam dumps**, the Actual4test.com CPQ-Specialist exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-Specialist dumps with Test Engine here: https://www.actual4test.com/CPQ-Specialist_examcollection.html (215 Q&As Dumps, **30%OFF** Special Discount: **Freepdfdumps**)