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NEW QUESTION: 1

The admin at Universal Containers receives a report from a user that checking the Contracted box on an Opportunity with a single Product fails to result in a Contract. What are two possible reasons a Contract is unable to be created?

Choose 2 answers

- A. The Subscription Pricing field on the Product is One-time
- B. The Subscription Pricing field on the Prodduct is blank.
- C. The Subscription Conversion Behavior field on the Product is set to None.
- D. The Opportunity must have a Primary Quote associated to it.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 2

The Admin wants to ensure that within one bundle. Products A and B cannot both be added to the quote.

During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B. Which setup should the Admin use to meet these requirements?

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

D. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 3

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

A. Select "Single Contract" for Contracting Method on the original Quote, and Contract Co-Termination

"Always" on the Account

B. Set Preserve Bundle Structure to TRUE in the managed package settings and on the Account from which the user creates the Quote.

C. Ensure the Account has active Contracts and uses Contract Co-Termination = "Prompt" and Co-Termination Event = "Add-On".

D. Set the Contract's Master Contract field to TRUE and ensure the new Quote has Contracted Method *

"Single Contract".

Answer: A (LEAVE A REPLY)

NEW QUESTION: 4

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

A. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions

B. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions

C. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Answer: (SHOW ANSWER)

NEW QUESTION: 5

A user has created a Quote with a Start Date of January 1, 2022, and added two subscription Quote Lines. The term of the first subscription Quote Line is set to 11. The term of the second subscription Quote Line is set to

12. The Subscription Term Unit in the Instated Package Settings is set to Months. After creating a single Contract, the user creates a renewal Quote.

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

A. The End Date of both subscriptions will be December 31, 2023.

B. The End Date of both subscriptions will be November 2023.

C. The End Date of the first subscription will be October 31, 2023; the End Date of the second subscription will be December 31, 2023.

D. The End Date of the first subscription will be November 30, 2023; the End Date of the second Ascription will be December 31, 2023.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 6

Which two scenarios can be supported using Amendments? Choose 2 answers

A. Add new Products; co-terminate to existing Contract

B. Change quantities of existing Products; maintain same discounts as original Quote

C. Add new products; use different End Date from existing Contract

D. Change quantities of existing Products; apply different discounts than original Quote

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 7

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. The Quote status has changed to Approved.

C. The Save or Quick Save buttons are clicked.

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

Answer: (SHOW ANSWER)

NEW QUESTION: 8

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. HTML Template Content in the Quote document

C. The Feature Name field on the Configure Products page

D. Configuration Attribute picklist values

Answer: (SHOW ANSWER)

NEW QUESTION: 9

A subscription product that was newly created fails to display In the Product Selection screen when users search for It What are three possible reasons for this behavior?

Choose 3 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

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

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

NEW QUESTION: 11

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

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

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

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

NEW QUESTION: 12

Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.

A single quote can contain products for consumption anywhere in the country.

A custom object has been created to maintain a Price Multiplier per product per geographic area. The quote document should display the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

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

D. Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.

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

NEW QUESTION: 13

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

What is the cause of this behavior?

- A.** The org is using legacy amendment and renewal service.
- B.** The Non Discountable field is marked True on the Product record for the Quote Line.
- C.** A Product Rule is preventing the Additional Discount from being edited.
- D.** Additional Discount is a locked field on amendment Quotes.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

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

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

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

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

- A.** Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add
- 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 Disabled and Configuration Event to Always.

D. Set the bundle product record filed Configuration type to Allowed and Configuration Event to Always.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 16

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote.

The Subscription Term is 24 months. The Product's Default Subscription Term is 12 months. The Quantity Is

10. The List Unit Price is \$120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step in the standard price waterfall?

A. * Regular Unit Price: \$108.00

* Customer Unit Price: \$168.00

* Net Unit Price: \$156.00

B. Regular Unit Price: \$216.00

* Customer Unit Price: \$168.00

* Net Unit Price: \$156.00

C. * Regular Unit Price: \$216.00

* Customer Unit Price: \$172.80

* Net Unit Price: \$164.16

D. * Regular Unit Price: \$108.00

* Customer Unit Price: \$86.40

* Net Unit Price: \$82.08

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 17

The admin at Universal Containers (UC) has created one bundle that contains all of its Products as Options.

The bundle has Subscription Pricing and Asset Conversion set to null on its Product record. Implementing the Product catalog via a bundle allows UC to enforce logic about

which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions.

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

The parent excluded in the Amendment Quote?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 18

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 19

An admin wants users to make changes in the configurator without Product Rules evaluating on every update.

Users should be able to manually fire the rules. The admin has created Product Rules with an Evaluation Event of Edit or Always.

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

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 20

A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales rep's first attempt to contract the Order.

What are three troubleshooting steps an admin should take to identify the issue? Choose 3 answers

- A. Check recent Apex Jobs to identify any errors in the contracting process.
- B. Verify that the related Opportunity is in Closed/Won status.
- C. Confirm that each of the Order Products have been activated.
- D. Ensure there is at least one subscription-based Order Product on the Order.
- E. Ensure the Order Start Date is later than the Opportunity Close Date.

Answer: A,C,D (LEAVE A REPLY)

NEW QUESTION: 21

Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

- A. Reference each PDF Document in Custom Template Content records.
- B. Create a new Template Section for each PDF document.
- C. Create a new Additional Document on the Quote Template for each PDF document.
- D. Select the correct Documents Folder from the Documents field on the Quote Template.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 22

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

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 23

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

- A. Leverage Salesforce automation to select the Order by Quote Line Group filed on the Quote.
- B. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- C. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.
- D. Leverage Salesforce automation to set the Ordered By filed on the Quote to a picklist value that represents a custom Quote Line field.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 24

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

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

- A. Sales reps can see the filter, but are unable to alter the filter text.
- B. Sales reps can change the operator from "starts with" to "contains".
- C. Sales reps can replace the text, but are unable to leave the required field blank.
- D. Sales reps can delete the text to ignore the filter.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 25

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

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

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 26

Upon renewal of a Contract, a user has reported that bundles are being created without preserving the structure. This leads to validation errors and unwanted price changes. The

admin has identified that Preserve Bundle Structure is set to FALSE on a system generated Contract record.

What should the admin do to prevent this Issue from happening In the future?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

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

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

- A.** Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B.** Set the Discount Unit to Amount, 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 Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

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

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

Choose 2 answers

- A.** Create a Flow to trigger recalculation upon record save.
- B.** Q Create a new Lightning button to trigger recalculation.
- C.** Add the Calculate button to the quote layout.
- D.** Change the value of a field in the Calculating Fields Field Set.

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

NEW QUESTION: 29

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

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

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

NEW QUESTION: 30

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

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

NEW QUESTION: 31

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

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

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

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 32

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. Change the Actions Column Placement in package settings to Left.
- C. Update the Custom Action Location to left.
- D. Move the Clone and Delete actions into the Quote Line Editor drawers.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 33

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

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

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 34

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. Remove the Subscription flag from the Product's Search Results Field Set.
- B. Remove the Subscription flag from the Product's Search Filters Field Set.
- C. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

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

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

NEW QUESTION: 35

A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately.

Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.

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

A. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.

B. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.

C. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.

D. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.

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

NEW QUESTION: 36

A User at Universal Containers created a quote containing two products. Product A is marked as Include in Percent of Total, with Subscription Pricing blank. Product B has Subscription Pricing set to Percent of Total.

When the Contract is renewed, both products are shown in the renewal quote, but Product A has a Net Total of zero. Which reason explains why Product A does not have a non-zero total?

A. Renewal Pricing Method was set to Subscriptions Only at the Account Level.

B. The Asset Conversion behavior on the Product must be set to Allow Renewals.

C. Product A is an Asset that the Customer already owns, and will not be priced again.

D. Include Net-New Products in Maintenance must be flagged in CPQ Package settings.

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

NEW QUESTION: 37

Universal Containers sells a monthly subscription service with tiered pricing:

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

A. Create a Discount Schedule with Type = Range and Discount Unit = Price.

- B. Set the Product's Pricing Method =Block and Create Block Prices
- C. Set the Product's Pricing Method = List and Create Block Prices.
- D. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 38

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 39

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 40

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 allShipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 41

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

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

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

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

NEW QUESTION: 42

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.** A value of 10 should be added to the Max Options field on the feature record.
- B.** 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.
- C.** The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- D.** The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.

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

NEW QUESTION: 43

Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product ramify Y by 10% upon renewal.

Which two action should the admin take to ensure CPQ applies the correct price uplift? Choose 2 answers

- A.** Fill in the Appropriate Renewal Uplift Rate on each Subscription record.
- B.** Fill in the appropriate Renewal Uplift Rate on each Quote Line record
- C.** Set the Renewal Pricing method on the Contract to Uplift
- D.** Set the Renewal Pricing Method on the Account to Uplift.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 44

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule. Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

A. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.

B. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

C. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.

D. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.

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

NEW QUESTION: 45

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

A. The user selects a Product for the Quote.

B. The user calculates a Quote.

C. The user selects a Configuration Attribute value for a Product

D. The user saves the Quote.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 46

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 Option layout to Tabs on the bundle Product.

B. Group the Product Features of the bundle into tabs using the category field.

C. Set Option Selection Method to Add on the Product Features.

D. Set System to True on the Product Options to be excluded from the configurator.

E. Change Enable Large Configuration to True on the bundle Product.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 47

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 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.

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 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 Unit Price field.

D. 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.

Answer: (SHOW ANSWER)

NEW QUESTION: 48

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

A)

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 49

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

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

NEW QUESTION: 50

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

Which set of actions would meet these requirements?

- A. Create a price book specific to ACME Tools with a price book entry at half the price for Product A and create a workflow rule that assigns this price book to all opportunities for ACME Tools."
- B. Create a price rule that applies the 50% discount to the list price and injects it into the Customer Price field on the quote line when the account associated with the quote is ACME Tools.
- C. 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.

D. Create a discount schedule with a single discount tier at 0% discount and associate it with a contracted price giving 50% discount to Product A on the ACME Tools account record.

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

NEW QUESTION: 51

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

- A.** Effective Date
- B.** Discount
- C.** Product
- D.** Expiration Date
- E.** Contract

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

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

Which strategy should UC apply?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 53

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

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

- A.** Create a Product Rule of type validation.

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

B. Create a Product Rule of type Alert.

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

C. Create a Product Rule of type Selection.

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

D. Create a Product Rule of type Selection.

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 54

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

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

A. Validation Rules on the Opportunity product silently fail.

B. Products with an effective quantity of zero do not transfer to the opportunity.

C. Products with a Price of zero do not transfer to the Opportunity.

D. No valid pricebook entry can be found for these products.

E. "Exclude from Opportunity" is marked on the Product record.

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

NEW QUESTION: 55

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. Renewal Quote Line values are automatically mapped from original Quote Lines.

B. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.

C. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

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

NEW QUESTION: 56

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: ([SHOW ANSWER](#))

NEW QUESTION: 57

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. Product Rules of filter type
- B. Price Rules
- C. Custom page security plug-In script
- D. Custom Action with Search Filter

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 58

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

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

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

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

NEW QUESTION: 59

Universal Containers (UC) sells Its Support SKU both as a stand-alone Product and a Product Option within a bundle. When sold as a stand-alone Product, the expected List Unit Price is \$1,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to \$800.

What should the admin do to meet the requirement?

A. Create a workflow rule to insert 800 into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ__RequiredBy__c field is blank.

B. Enter 20 into the SBQQ__Discount__c field on the Product Option to reduce the price from \$1,000 to \$800.

C. Create a Product Rule to Insert 800 into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ RequiredBy__c field is blank.

D. Enter 800 Into the SBQQ__UnitPrice__c field on the Product Option to define a bundle-specific price for Support.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 60

Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

* Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.

* Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000, Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied.

5 the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

A. * Product A Prorate Multiplier = 0,5

* Product A Net Total = \$270,000

* Product B Prorate Multiplier = 18

* Product B Net Total = \$540,000

B. * Product A Prorate Multiplier = 0,5

* Product A Net Total = \$270,000

* Product B Prorate Multiplier = 1

* Product B Net Total = \$360,000

C. * Product A Prorate Multiplier = 0,5

* ProductA Net Total = \$270,000

* Product B Prorate Multiplier = 18

* Product B Net Total = \$36,000

Answer: C (LEAVE A REPLY)

NEW QUESTION: 61

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

Answer: A,D (LEAVE A REPLY)

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NEW QUESTION: 62

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

- A.** Create an Approver 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.
- B.** 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.
- C.** 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.
- D.** Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 63

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

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

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

A. Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value

0.

B. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the SummaryVariable.

C. Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.

D. Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a PriceCondition verifying that the Summary Variable is greater than the value 1.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 64

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price. Which CPQ package settings should UC use to meet the business requirement?

A. Subscription Term unit: Month

Subscription Prorate Precision: Month + Daily

B. Subscription Term unit: Day

Subscription Prorate Precision: Day.

C. Subscription Term unit: Month

Subscription Prorate Precision: Day

D. Subscription Term unit: Month

Subscription Prorate Precision: Month

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

NEW QUESTION: 65

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

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

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

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

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 66

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 Watermark Shown Quote field is unchecked.
- B. The Quote's Status field is equal to Approved.
- C. The image file type is PNG.
- D. The Opportunity's Stage field is equal to Closed/Won.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 67

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Create a custom Page Layout and add the custom Contract Name field to the layout.
- B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- D. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 68

A user is unable to see a particular Product on the Product Selection screen when clicking Add Products.

What are two potential reasons the Product is unavailable

Choose 2 answers

- A. The Hidden checkbox on the Product record is set to TRUE.
- B. The Add Products button has a Search Filter associated to it.
- C. The Component checkbox on the Product record is set to TRUE.
- D. The Add Products button has a Custom Action Condition associated to it.

Answer: B,C (LEAVE A REPLY)

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