

Salesforce.CPQ-Specialist.v2023-03-16.q88

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NEW QUESTION: 1

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change. Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

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

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

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

B. One Price Condition using a Summary Variable 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 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.

Answer: (SHOW ANSWER)

NEW QUESTION: 2

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. Change the Actions Column Placement in package settings to Left.
- B. Move the Clone and Delete actions into the Quote Line Editor drawers.
- C. Set a lower value in the Display Order field in the Custom Action record.
- D. Update the Custom Action Location to left.

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

NEW QUESTION: 3

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

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

NEW QUESTION: 4

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- A. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- B. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.
- C. Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.
- D. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

Universal Containers has Products that should only be selected as part of a bundle How should the admin configure CPQ so users are unable to add this Product outside of a bundle?

- A. Create a Product Rule with a Remove action when the Product is sold a la carte.

- B. Ensure that the Configuration Event field on the Product is set to Always.
- C. Remove the Product's Price Book Entry, then set Unit Price on the Product Option record.
- D. Ensure that the Component checkbox on the Product is set to TRUE.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sales wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.

What is the most efficient method for the GPQ specialist to meet the business requirement?

- A. Create a Hyperlink field that stores the URL of the image.
- B. Create an integration between the CMS and Salesforce.
- C. Create a Rich-Text Area field and store the image value.
- D. Create a formula field that leverages the IMAGE function.

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

NEW QUESTION: 7

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

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

NEW QUESTION: 8

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

Option 1:
Optional SKU = Small Storage Container
Unit Price = \$2.00
Quantity = 10
Selected = True
Bundled = False
Option 2:
Optional SKU = Medium Storage Container
Unit Price = \$4.00
Quantity = 10
Selected = False
Bundled = False
Option 3:
Optional SKU = Custom Box Label
Unit Price = \$0.05
Quantity = 100
Selected = False
Bundled = True
Option 4:
Optional SKU = Shipping
Unit Price = \$7.50
Quantity = 1
Selected = True
Bundled = True

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

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 fields Configuration Type to Allowed and Configuration Event to Add
- C. Set the bundle product record field Configuration Type to Required and Configuration Event to Always.

D. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.

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

NEW QUESTION: 10

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

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

NEW QUESTION: 11

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

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

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

A Universal Containers User states that a Configuration Attribute value can be set up during the initial configuration, but the value is not present when they reconfigure. What should the Admin check to ensure the Configuration Attribute value is properly saved?

- A. A twin field must be created on the Product object.
- B. A twin field must be created on the Product Option object.
- C. A twin field must be created on the Quote Line object.
- D. A twin field must be created on the Quote object.

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

NEW QUESTION: 13

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Steps?

Choose 2 answers

- A. All group members must approve.
- B. Smart Approvals can exclude group members below the approval threshold.
- C. Approval must be obtained from one group member at a time.
- D. Any group member may approve.

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

NEW QUESTION: 14

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. Generate a Contracted Price via the Contracted checkbox on the Quote record
- B. Populate the Generate Contracted Price field on a Quote record.
- C. Create a Contracted Price record related to an Account record.
- D. Add a partner to the Partner on the Quote record.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 15

Universal Containers wants to allow customers to return and receive credit for asset Products.

How should the admin meet the requirement?

- A. Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.
- B. Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.
- C. Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.
- D. Edit the Quantity field on the Asset record to reflect the updated Quantity.

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

NEW QUESTION: 16

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

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

- A. * List Unit Price: \$150
- * Regular Unit Price: \$150
- * Customer Unit Price: \$100
- * Net Unit Price: \$90

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

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 17

A user renewing a Contract that was uploadad during a data migration. There is no Opportunity or Quote associated to the Contract. Aftar renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect.

What should the admin do to resolve this issua?

- A.** Build Automation to automatically populate the correct Price Book on tha Renewal Quote.
B. Associate an Order with the correct Price Book to the Contract before ranewing.
C. Populate the Opportunity or Quota Price Book Id field on tha Contract.
D. Popuiata the Ranewal Pricebook ID field on the Contract.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 18

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 are a.

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 19

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 20

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

	Product A	Product B
Subscription Pricing	Fixed Price	Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. \$120, 00
- B. \$480, 00
- C. \$24, 00

Answer: C (LEAVE A REPLY)

NEW QUESTION: 21

The sales manager at Universal Containers wants to ensure that bundles:

- A. Ensure SBQQ__ReconfigurationDisabled_c is set to TRUE on the Bundle product.
- B. Cannot be reconfigured when a ftinuwal Quote is created.Allow sales reps to configure bundles only on new or amendment quotes.
- C. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to "Renewal
- D. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type_c is not equal to "Renewal'.

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

NEW QUESTION: 22

An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- A. Set the CPQ Package setting Renewal Model to Asset Based.
- B. Set the Account field Renewal Model to Asset Based.
- C. Set the Product field Asset Conversion picklist to One per Unit.
- D. Set the Product field Asset Amendment Behavior picklist to Allow Refund.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

Universal Containers has two products:

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

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

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

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

- A. Constrained Option
- B. Optional SKU
- C. Constraining Option
- D. Configured SKU

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

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

What are two reasons that could explain this behavior?

Choose 2 answers

- A. Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0.

- B. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.
- C. The Price Book Entry of the Product has been set to Inactive.
- D. The Exclude from Opportunity checkbox on the Product has been set to TRUE.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 25

Product A has the 'One per Unit' option selected within the Asset Conversion pteclist. Users era reporting that when they modify the quantity for Product A on on amendment Quote, the following error displays:

"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update." What should the CPQ specialist do to ensure sales raps can edit the quantity of asset-based products within an amendment Quote?

- A. Set the Asset Amendment Behavior field value to "Default
- B. Set the Asset Amendment Behavior field value to "Allow Refund".
- C. Set the Asset Conversion field value to "One per Quote".
- D. Conversion field value to "None".

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

NEW QUESTION: 26

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

How should the admin set the Cost for this Product?

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

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

NEW QUESTION: 27

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

How can the admin meet this requirement?

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

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

NEW QUESTION: 28

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. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.
- 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 select the Order by Quote Line Group filed on the Quote.
- 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: C ([LEAVE A REPLY](#))

NEW QUESTION: 29

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

How should the Admin make the prices visible again?

- A. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- B. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.
- C. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
- D. Go to the Product Option record and check if the Price Editable field is False.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

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

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 31

Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100.

Which two steps should the Admin take to meet this requirement? Choose 2 answers

- A. Set the Price Book Entry custom field Percent_of __Total__Target_c to \$100.

- B. Create a Price Book Entry of \$0 for the product.
- C. Create a Price Book Entry of \$100 for the product
- D. Set the product's Percent of Total Constraint field to List price is minimum.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 32

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

Whet should UC consider before implementing split Orders ?

- A. The hardware bundle and component-type Options can be split using the Order By field.
- B. The hardware bundle and component-type Options can be spilt manually.
- C. The hardware bundle and component-type Options must be placed in the same Order together.
- D. The hardware bundle and component-type Options can be spilt Into separate Orders without preserving the bundle structure.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 33

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 34

An admin created a dynamic bundle and needs a Product Rule to limit which products users see when configuring the bundle.

Which type of Product Action should the Admin create to ensure that only a specific set of products may be selected for the dynamic bundle?

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

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

NEW QUESTION: 35

Universal Conditions wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level.

Which two steps should the Admin take to fulfil this requirement? Choose 2 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

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

How is the approval order determined?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 37

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, and error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers

- A. Only Products with a price greater than zero sync to the Opportunity,
- B. Some Products we missing Price Book Entries.

- C. Exclude for Opportunity is checked on the Product record.
- D. Only Products with an Effective Quantity greater than or less than zero sync to the Opportunity-
- E. Q Validation Rules on the Opportunity Product silently fail.

Answer: (SHOW ANSWER)

NEW QUESTION: 38

An admin has created a bundle with four Product Options for Products A, B, C, and D. When configuring the bundle, the user should not be allowed to select both Product C and Product D at the time.

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 39

An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the Rule to fire within this specific bundle.

What is a valid setup for the Configuration Rule?

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 40

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

Answer: (SHOW ANSWER)

NEW QUESTION: 41

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

An admin has a requirement within a specific bundle to ensure that Product 8 is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked.

What does the admin need to adjust so the Product Rule fires as expected?

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

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

NEW QUESTION: 43

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

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

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

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

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

NEW QUESTION: 44

An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A.** Create a 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.
- B.** 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.
- C.** Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- D.** Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.

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

NEW QUESTION: 45

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.** Product
- B.** Segmented Product
- C.** Contracted Price
- D.** Product Option

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

NEW QUESTION: 46

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

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

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

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

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NEW QUESTION: 47

Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.

How should the admin meet the requirement in the most efficient manner?

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 48

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

- A.** Evaluation Scope = Calculator
Calculator Evaluation Event = Save
- B.** Evaluation Scope = Configurator
Configurator Evaluation Event = Save
- C.** Evaluation Scope = Calculator
Calculator Evaluation Event = Edit
- D.** Evaluation Scope = Configurator
Configurator Evaluation Event = Edit

Answer: C (LEAVE A REPLY)

NEW QUESTION: 49

A user has added multiply bundles to the Quoto. Each bundle consists of Product Options of the Product Families:

- * Hardware
- * Licenses
- * Maintenance

On the output document, different line columns need to be rendered that contain the Products of each Family.

Moreover, the Product Options of each Family need to be rendered separately for each bundle.

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

Choose 2 answers

- A.** Populate the Sort Order field on each Product record to properly sort the Quota Lines within each section.
- B.** Create a different Line Item section for each Product Family, and leverage the Filter field to show the correct products.
- C.** Create a different Line item section for each Product Family and leverage the Conditional Print field to show the correct products.
- D.** Construct a formula field on the Quota Line object that returns the bundle's Name and Number, and use this field in the Group field on the Line item Section

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 50

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 51

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

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

- A.** When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- B.** A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- C.** When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.

D. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 52

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

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 53

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 54

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

- A.** Bundled
- B.** Required
- C.** Quantity Editable
- D.** Selected

Answer: A (LEAVE A REPLY)

NEW QUESTION: 55

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

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 56

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

What should the Admin do to meet this requirement?

- A. Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.
- B. 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.
- C. 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.
- D. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 57

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 = 1

* Product B Net Total = \$360,000

B. * Product A Prorate Multiplier = 0,5

* Product A Net Total = \$270,000

* Product B Prorate Multiplier = 18

* Product B Net Total = \$36,000

C. * Product A Prorate Multiplier = 0,5

* Product A Net Total = \$270,000

* Product B Prorate Multiplier = 18

* Product B Net Total = \$540,000

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 58

The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction.

How should an admin meet the requirement?

- A.** Create a custom field called HideAdditionalDiscount__c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount__c checked.
- B.** Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.
- C.** Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount__c and display it in the Quote Line Editor.
- D.** Create a custom checkbox, Show_Discount__c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.

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

NEW QUESTION: 59

A sales rep at Universal Containers is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of \$600, a Quantity of 10, and a Subscription Term of 24 months. Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription in its place.

Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to cr

- A.** -\$350
- B.** -\$250
- C.** -\$3,500
- D.** -\$2,500

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 60

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

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

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 61

Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.

How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A.** Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- B.** Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFieldSetName on the Quote object that returns the appropriate field set the user's profile.
- C.** Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- D.** Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 62

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 + Daily
- D.** Subscription Term unit: Month

Subscription Prorate Precision: Month

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

NEW QUESTION: 63

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. Contract
- E. Expiration Date

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

NEW QUESTION: 64

Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group for each location. UC wants to split orders by delivery location automatically.

How should the consultant meet the requirement?

- A. Ensure the Order by Quote Line Group field is set to TRUE, and then click the Create Order button.
- B. Set the Order By picklist field to the Location field on the Quote Line Group, and then set the Ordered field to TRUE.
- C. Set the Order By picklist field to the value of SBQQ_Group_c, and then click the Create Order button.
- D. Ensure the Order by Quote Line Group field is set to TRUE, and then set the Ordered field to TRUE.

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

NEW QUESTION: 65

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. The Conditional Print Field for each price Line Column
- B. The Conditional Print Field of a Template Section for only price Line Columns
- C. The Hide Group Subtotals Field on the Quote Template
- D. The Hide Totals Field on the Quote Template

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 66

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract. The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

- *The original Subscription
- *The first amended Subscription
- *The second amended Subscription

- A. 120, -20, 40
- B. 100, -20, 40
- C. 80, 0, 40
- D. 100, 80, 120

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 67

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 68

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products: Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.

Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create an HTML Template Content record with three tables to represent each Product Family.
- B. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- C. Create a Line Items section and set SBQQ__ProductFamily__c as the Group field.
- D. Create a Line Items section and set SBQQ__ProductFamily__c as the Roll-Up field.

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

NEW QUESTION: 69

An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and be listed in a Line Item Column in the output document.

On which objects will the admin need to create the Configuration Attribute X custom field to meet this requirement?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 70

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 71

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

What should the Admin do to meet this requirement?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 72

"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. `{!quote__r.Additional_Text__c}`
- C. `{!SBQQ__Quote__r.Additional_Text__c}"`
- D. `{!SBQQ__Quote__c.Additional_Text__c}`

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 73

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 74

Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for this one specific Product.

What should the Admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

- A. Fill in 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: ([SHOW ANSWER](#))

NEW QUESTION: 75

Universal Containers sells a monthly subscription service with tiered pricing:

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

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

- A. Set the Product's Pricing Method = Block and Create Block Prices
- B. Create a Discount Schedule with Type = Range and Discount Unit = Price.
- 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: ([SHOW ANSWER](#))

NEW QUESTION: 76

Northern Trail Outfitters has two products:

Adventure in a Box	
Pricing Method	List
Subscription Pricing	Fixed Price
Subscription Term	1
Include in Percent of Total	True
Premium Support	
Pricing Method	List
Subscription Pricing	Percent Of Total
Subscription Term	1
Percent of Total (%)	50
Percent of Total Base	List

Both products are added to a one year quote. The Adventure in a Box product has a list price of \$10 with a discount of 50%.

What Is the expected Net Total of Premium Support?

- A. \$60.00
- B. \$6.00
- C. \$54.00
- D. \$12.00

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

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NEW QUESTION: 77

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

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

NEW QUESTION: 78

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?

Choose 2 answers

- A. The user that authorizes the calculation service has API Only enabled.
- B. The user must have access to the CPQ quote and all related objects.
- C. The users role should be placed at the top of the Role Hierarchy.
- D. The user that authorizes the calculation service is a non-human admin user.

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

NEW QUESTION: 79

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

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

NEW QUESTION: 80

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

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

NEW QUESTION: 81

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

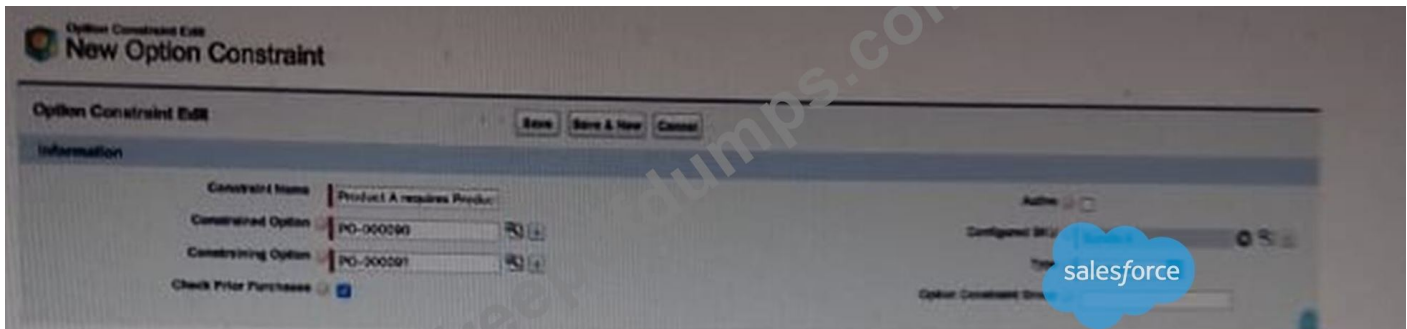
How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- B. Set Next Automated Approver Determined By to Manager on the Approval Process.
- C. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- D. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 82

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

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 83

A Configuration Attribute displays a Product Option picklist field named Custom_Picklist__c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist contains fewer values than the field from the Product Option.

Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

- A. An error message appears that prevents saving the configuration.
- B. The Save button is gray and unavailable in the configurator.
- C. The selected value is saved to the quote line field.
- D. A null value is saved to the quote line field.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 84

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the Line Editor Field Set on the Quote Line object. What does the admin need to do so the sales reps can search Campaign records in the Quote Line Editor without seeing a warning message?

- A. Create and populate a Field Set on the Campaign object named CPQ_Lookup.
- B. Add the lookup field to the Quote Line page layout.
- C. Add the name of the lookup field into the Line Editor Field Set on the Quote object.
- D. Create a twin field on the Campaign object using the same API name as the lookup field.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 85

The admin at Universal Containers has a group of Price Rules with Lookup Queries that references a new Rental Rates object. After testing to confirm the Price Rules produce the expected behavior, the Price Rules are ready to be deployed to Production.

In which order should the admin deploy Price Rules with Lookup Queries to align with best practices'?

- A. Rental Rates. Lookup Queries. Price Rules. Price Conditions, Price Actions
- B. Price Rules, Price Conditions, Rental Rates. Lookup Queries, Price Actions
- C. Price Rules, Rental Rates, Lookup Queries, Price Actions, Price Conditions
- D. Rental Rates, Price Rules, Price Conditions, Lookup Queries, Price Actions

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 86

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis. Which Subscription field values should the admin set to meet this requirement?

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

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

NEW QUESTION: 87

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

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

NEW QUESTION: 88

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

Answer: D (LEAVE A REPLY)

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