

100% Money Back
Guarantee

Vendor:Salesforce

Exam Code:CPQ-SPECIALIST

Exam Name:Salesforce Certified CPQ Specialist

Version:Demo

QUESTION 1

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

- A. {Iquote.SBQQ__ExpirationDate__c}
- B. IQuote__r. Expiration Date__c
- C. [SBQQ__ExpirationDate__c]
- D. {SBQQ__ExpirationDate__c}

Correct Answer: A

QUESTION 2

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

Correct Answer: CD

QUESTION 3

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

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

Correct Answer: AB

QUESTION 4

"UC sells a monthly subscription service with tiered pricing: Total Price \$1,000 for the first 100 units \$1,000 plus \$9 per

unit above 100 \$4,600 plus \$8 per unit above 500

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

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

Correct Answer: A

QUESTION 5

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

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

Correct Answer: B

QUESTION 6

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

Correct Answer: B

QUESTION 7

How do you ensure that the value a user inputs into a Configuration Attribute is preserved so that the user does not

need to re-enter it when reconfiguring the bundle at a later time?

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

Correct Answer: D

QUESTION 8

The Universal Containers sales operations team wants to ensure that without reopening the Quote LineEditor, 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. Change the value of a field in the Calculating Fields Field Set.
- B. Q Create a new Lightning button to trigger recalculation.
- C. Add the Calculate button to the quote layout.
- D. Create a Flow to trigger recalculation upon record save.

Correct Answer: AC

QUESTION 9

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

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

Correct Answer: D

QUESTION 10

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

Which three reasons explain why these Products failed to create Opportunity Products? (Choose three.)

- A. Only Products with a price greater than zero synch to the Opportunity.
- B. Only Products with an Effective Quantity greater than zero synch to the Opportunity.
- C. Exclude from Opportunity is checked on the Product record.
- D. Validation Rules on the Opportunity Product silently fail.
- E. Some Products are missing Price Book Entries.

Correct Answer: BCE

If the renewal Quote Line has an effective quantity not greater than 0 and Renewal field is true, the Quote Line is not expected to sync to the Opportunity. <https://help.salesforce.com/s/articleView?id=000381216andtype=1>

QUESTION 11

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

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

Correct Answer: D

QUESTION 12

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

- A. Set the Roll up Field to be Product.
- B. Set the Group Field to be Product.
- C. Set the Sub Group Field to be Product
- D. Set the Total Field to be Net Total.

Correct Answer: A

