

Salesforce.CPQ-Specialist.v2022-03-21.q113

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NEW QUESTION: 1

Universal Containers allows clients to negotiate a discount for Product A until a specified date upon Contract activation.

Which three fields on the Contracted Price record should be configured to satisfy this requirement? (Choose three.)

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

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

- * $SBQQ_CustomerPrice_c = SBQQ_RegularPrice_c * (1 - SBQQ_Discount_c)$
- * $SBQQ_NetPrice_c = SBQQ_PartnerPrice_c * (1 - SBQQ_DistributorDiscount_c)$
- * $SBQQ_PartnerPrice_c = CustomerPrice_c * (1 - SBQQ_PartnerDiscount_c)$
- * $SBQQ_RegularPrice_c = SBQQ_ListPrice_C * 1.1$

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

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

NEW QUESTION: 3

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months. The Product has been configured as such:

Which product and option configuration will attain the required pricing?

- A. \Users\Admin\Desktop\Data\data\Untitled.jpg
- B. \Users\Admin\Desktop\Data\data\Untitled.jpg
- C. \Users\Admin\Desktop\Data\data\Untitled.jpg
- D. \Users\Admin\Desktop\Data\data\Untitled.jpg

Answer: C (LEAVE A REPLY)

* Set the price book entry = \$100 and, 2) set the following field on product/bundle is minimum

NEW QUESTION: 4

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

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 5

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

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 6

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

- A. False
- B. True

Answer: A (LEAVE A REPLY)

NEW QUESTION: 7

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

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

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

A. {\$Data.VariableName}

B. {!Data.VariableName}

C. {!Text.VariableName}

D. {\$Text.VariableName}

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

NEW QUESTION: 9

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line. Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

A. The Quote Line's Product has Asset Conversion set to One Per Unit.

B. The Quote Line's Product has Pricing Method set to Block.

C. The Quote Line is on an amendment Quote and has a different Quantity from its original Quote Line.

D. There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

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

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

NEW QUESTION: 11

Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line.

Which approach should the CPQ Specialist recommend to meet this business requirement?

- A. A Process Builder on the Quote Line to update the picklist field
- B. A Price Rule with the Calculation Event of On Initialization to update the picklist field
- C. A Price Rule with the Calculation Event of After Calculate to update the picklist field
- D. A Workflow Rule and field update on the Quote Line to update the picklist field

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

NEW QUESTION: 12

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

- A. Contracted Pricing
- B. Block Pricing
- C. Cost & Markup Pricing
- D. List Pricing

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

NEW QUESTION: 13

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

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

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

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

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

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

D. Change the End Date on Quote Line Group 2 to December 3, 2021.

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

NEW QUESTION: 14

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product Selection screen.

How can the Admin configure the Product to meet this requirement?

- A. Set the Configuration Type field to Allowed.
- B. Select the Hidden checkbox on the Product.
- C. Select the Component checkbox on the Product.
- D. Set the Asset Conversion field to One per unit.

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

NEW QUESTION: 15

Universal Containers has products that will only be utilized as Product options inside five different bundle products. When a User adds products to the Quote Line Editor, Universal Containers would like Bundle products to show in the product Selection page. Products that are Product Options of the bundle to not show in the Product Selection page. How should the Admin set up the bundle?

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

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

NEW QUESTION: 16

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

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 17

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months. The Product has been configured as such:

Percent Of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

A. Option

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

B. Option

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

C. Option

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

D. Option

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 18

Universal Containers sells a monthly subscription service with bered pricing: Which pricing method should the Admin Select for this service?

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

Answer: (SHOW ANSWER)

NEW QUESTION: 19

Which of the following is not a part of a Product Bundle?

- A. Products
- B. Feature Constraints
- C. Options
- D. Features

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 20

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

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

Why is bundle excluded in the Amendment Quote?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

Universal Containers wants to automatically generate Contracted Prices for certain Products in its catalog across all Accounts whenever a Contract is created.

Which field should the Admin adjust to ensure that the desired Products have Contracted Prices created for all Accounts?

- A. Set the Generate Contracted Price picklist on the desired Product records.
- B. Set the Generate Contracted Price picklist on the desired Quote Lines before creation.
- C. Set the Generate Contracted Prices field on the Opportunities on these Accounts.
- D. Set the Generate Contracted Prices field on the Quotes on these Accounts.

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

NEW QUESTION: 22

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing. Products A and B have Asset Conversion populated. Both Products have a Quantity of two. Which two are potential outcomes when the Opportunity associated with the Quote is contracted?

- A. Two Subscription records and an Asset record will be created.
- B. Two Subscription records and two Assets records will be created.
- C. One Subscription record and two Asset records will be created.
- D. One Subscription record and an Asset record will be created.

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

NEW QUESTION: 23

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D. When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

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

- A. Set the Discount Schedule on Product Feature A and mark the "Cross Products: Checkbox as TRUE.
- B. Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as FALSE
- C. Set the Discount Schedule on Product Feature A and mark the "Cross Products" Checkbox as FALSE.
- D. Set the Discount Schedule on the Product Option records and mark the" Cross Products" checkbox as TRUE

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

Universal Containers wants to automatically generate Contracted Prices for certain products in its catalog across all Accounts whenever a Contract is created.

Which field should the Admin adjust to ensure that the desired products have Contracted prices created for all Accounts?

- A. Set the Generated Contracted Price picklist on the desired product records.
- B. Set the Generate Contracted Prices field on the Quotes on these Accounts.
- C. Set the Generate Contracted Price picklist on the desired Quote Lines before creation.
- D. Set the Generate Contracted prices field on the Opportunities on these Accounts.

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

NEW QUESTION: 25

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

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

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

NEW QUESTION: 26

Universal Container has four price-rules, each with differing Calculator Evolutions Event and Evaluation Orders.

Which rule will evaluate first?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

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, Quote Line.
- B. Product Option, Quote Line.

C. Product, Product Option.

D. Quote Line, Asset.

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

NEW QUESTION: 28

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

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

A. Package equals True.

B. Pricing Method equals Percent of Total.

C. Bundled equals True.

D. Subscription Pricing equals Percent of Total.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 29

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 image file type is PNG.

B. The Quote's Status field is equal to Approved.

C. The Watermark Shown Quote field is unchecked.

D. The Opportunity's Stage field is equal to Closed/Won.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 30

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

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

A. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Bundled on the Product Options.

B. Set the Configuration Event field on the bundle Product to be Required, and select the checkbox for Required on the Product Options.

C. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Required on the Product Options.

D. Set the Configuration Event field on the bundle Product to be Allowed, and select the checkbox for bundled on the Product Options.

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

NEW QUESTION: 31

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

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

A. Create a Product Rule of type Selection.

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

B. Create a product Rule of type Selection.

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

C. Create a Product Rule of type Alert.

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

D. Create a Product rule of type validation.

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

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 32

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

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

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

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

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

NEW QUESTION: 33

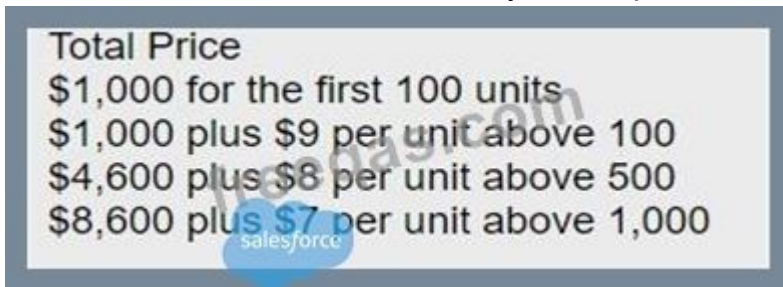
A Lookup Query may return a value to only be used within a CPQ managed field.

- A. True
- B. False

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

NEW QUESTION: 34

Universal Containers sells a monthly subscription service with bered pricing:



Which pricing method should the Admin Select for this service?

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

Answer: ([SHOW ANSWER](#))

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

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

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

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

NEW QUESTION: 37

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

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 38

Universal Containers has Terms and Conditions it wants to include in documents sent to customers. The Admin is tasked with creating conditional Quote Terms to meet this requirement. Which two options could a condition be tested against in order to determine which Quote Terms will be included on the output document?

- A. Product fields
- B. Quote Line fields
- C. Summary Variables
- D. Quote fields

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

NEW QUESTION: 39

"An Admin has created a Quote Template record and has set the Group Field field to SBQQ__Optional__c.

When a

User attempts to preview the output document using this Quote Template, this error appears:

""Invalid conversation from runtime type Boolean to String."" Why is this error occurring?

- A. SBQQ__Optional__c is not a Quote Line field.
- B. SBQQ__Optional__c is not a text field."
- C. The user did not mark any products as ""optional.""
- D. The user did not create any groups on the quote.

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

NEW QUESTION: 40

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 Selection.

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

B. 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.

C. Create a Product Rule of type Alert.

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

D. Create a Product Rule of type Selection.

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 41

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D. Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2. The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021. The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021. Which two methods could the user apply individually to meet the requirement? Choose 2 answers

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

B. Change the End Date on Quote Line Group 2 to December 3, 2021.

C. Change the Subscription Term on Quote Line Group 2 to the value 18.

D. Change the End Date on the Quote Lines for C and D to December 3, 2021.

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 42

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

Name	Upper	Lower	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. \$1,050.00
- B. \$1,575.00
- C. \$1,700.00
- D. \$1,725.00

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 43

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

NEW QUESTION: 44

Universal Containers need to generate two styles of PDF output, one that includes prices in the line item table of the quote is primary, and another that hides prices when the quote is not primary. Where should the Admin reference the primary checkbox field to set up this requirement?

- A. In the Show Currencies Field in the Line Items Template Section.
- B. In the Conditional Print Field of a Template Section for only price Line Columns.
- C. In the Conditional Print Field for each price Line Column
- D. In the Hide Line Currencies Field in the Quote Template.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 45

A User creates a quote with these details: No subscription pricing products. Default Product record fields have not been altered. Renewal Model is Contract based. The Quote has been contracted. Which records will be generated?

- A. A contract will be generated with subscription for each product in the quote.
- B. Assets will be created on the account for each product in the quote.
- C. Assets will be created on the opportunity for each product in the quote.
- D. A contract will be generated with no subscriptions for each product in the quote.

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

NEW QUESTION: 46

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- A. Asset and Opportunity Product
- B. Order Product
- C. Asset
- D. Asset and Order Product

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 47

Universal Containers has the following Discount Schedule attached to product L.

Product L is a Product Option for two bundles, A and B.

A user at Universal Containers has added both bundles to a Quote.

In Bundle A, Product L has a Quantity of 7. In Bundle B, Product L has a Quantity of 8.

On this Quote, however, both Product Options are being discounted using the second tier in the table above.

Which two actions allow both Product Options to be discounted using the first tier?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 48

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

Name	Upper	Lower	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. \$1,050.00
- D. \$1,575.00

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 49

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

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

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

NEW QUESTION: 50

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 51

A user at Universal Containers has logged a ticket stating that Cloud Storage Support is priced incorrectly.

Based on a Quote with a 12-month Subscription Term and the information below, take the first steps in verifying their claim by calculating the support pricing. What is the calculated List Unit Price the user should see for Cloud Storage Support?

Cloud Storage

List Unit Price - \$1,000

Net Unit Price - \$500

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - False

Exclude From Percent of Total - False

Cloud Backup

List Unit Price - \$500

Net Unit Price - \$250

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - TRUE

Exclude From Percent of Total - False

Cloud Storage Ent Replication

List Unit Price - \$4,000

Net Unit Price - \$2,000

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - TRUE

Exclude From Percent of Total - False

Cloud Storage Support

Default Subscription Term - 1
Subscription Pricing - Percent of Total
Percent of Total Base - Net
Percent of Total (%) - 10%

- A. \$50
- B. \$25
- C. \$27
- D. \$225

Answer: D (LEAVE A REPLY)

NEW QUESTION: 52

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

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

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

- A. Set Pricing Method to Block on the Product record.
- B. Set Pricing Method to Fixed Price 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 Non-Discountable to True 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: A,C,D (LEAVE A REPLY)

NEW QUESTION: 53

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

- A. Rollback Pricing
- B. Cost Pricing
- C. Block Pricing
- D. List Pricing

Answer: (SHOW ANSWER)

NEW QUESTION: 54

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 \$3 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which two pricing configurations meet these requirements?

Choose two answers

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

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 55

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

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

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 56

An admin has implemented a new CPQ business requirement in a sandbox. They have created new products and used them to construct a bundle. The admin has also created a Product Rule that automatically selects Product Options when the user selects a specific Configuration Attribute.

In which sequence should the admin migrate the records related to the new CPQ functionality in order to maintain record relationships?

- A. Products, attributes, rules, options
- B. Products, attributes, options, rules
- C. Products, options, attributes, rules
- D. Attributes, products, options, rules

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

NEW QUESTION: 57

Universal Containers has a custom picklist filed with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configurations Attribute.

How should the Admin create Filter Product Rules to meet the business requirement?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 58

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 Products will be available within the Product Selection page?

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

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

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

NEW QUESTION: 59

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

A)

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

B)

- Regular Unit Price: \$500
- Distributor Unit Price: \$550
- Partner Unit Price: \$275
- Net Unit Price: \$100

C)

- Regular Unit Price: \$1,500
- Distributor Unit Price: \$1650
- Partner Unit Price: \$825
- Net Unit Price: \$577.50

D)

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

A. Option B

B. Option D

C. Option A

D. Option C

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 60

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions.

Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

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

A. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.

B. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

C. Create a single Price Book with all Products. Share the Price Book with all users.

D. Use Product rules to hide Products from some sales reps.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 61

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. The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.
- C. Rename the custom field label, then recreate the Price Action to reference the new field label.
- D. Revoke the Advanced Calculator and re-authorize the Calculation Service.

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

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NEW QUESTION: 62

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

- A. Validation
- B. Selection
- C. Filter
- D. Alert

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

NEW QUESTION: 63

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D. Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2. The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021.

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

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

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

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

NEW QUESTION: 64

An Admin has created a validation product rule that must display an error message upon clicking Save if a product option is selected while a configuration attribute is set to a specific value. When the user chooses the product option, then sets the configuration attribute to the specific value, the error message appears before Save is clicked. Which two should the Admin change the rule or configuration attributes so that the error message only appears upon clicking Save?

- A. Change the configuration attribute field Apply Immediately to False.
- B. Add a product rule Condition to check if Evaluation Action = Save.
- C. Change the product rule field Evaluation Event to Save.
- D. Change the product option field Apply Immediately to True.

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

NEW QUESTION: 65

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

- a) $SBQQ_CustomerPrice_c = SBQQ_RegularPrice_c * (1 - SBQQ_Discount_c)$ b) $SBQQ_NetPrice_c = SBQQ_PartnerPrice_c * (1 - SBQQ_DistributorDiscount_c)$
- c) $SBQQ_PartnerPrice_c = CustomerPrice_c * (1 - SBQQ_PartnerDiscount_c)$ d) $SBQQ_RegularPrice_c = SBQQ_ListPrice_C * 1.1$

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 66

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

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 67

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

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

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

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

Explanation/Reference:

NEW QUESTION: 68

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based on the Start Dates. How can a CPQ Specialist meet this business requirement?

- A.** Separate Quotes must be created for each unique Start Date.
- B.** Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- C.** Set both the Order by Quote Line Group and Ordered checkboxes to True.
- D.** Set the Order By picklist on the Quote to SBQQ_StartDate_c, and the Ordered checkbox to True.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 69

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

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

NEW QUESTION: 70

The Admin at Universal containers has created a formula field to calculate margin on the Quote Line object.

This field should be hidden from all Users that are not Admins or management. How can the Admin accomplish this?

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

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

NEW QUESTION: 71

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.

How should the user achieve this?

- A. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- B. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- C. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.
- D. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.

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

NEW QUESTION: 72

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 on its associated Quote Line. Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different?

(Choose two.)

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

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

NEW QUESTION: 73

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

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

NEW QUESTION: 74

If a manager is taking a leave of absence, how can the Admin using Advanced Approval ensure that another manager will receive Approval requests during the period in which the original manager absent?

- A. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- B. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- C. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.
- D. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the subtitle Approver, then add the rule to the existing Approval chain as the first step.

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

NEW QUESTION: 75

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. Check the "Store Configuration Attribute Values" checkbox in the Steelbrick package settings
- B. 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
- C. Check the "Store Value" checkbox on the Configuration Attribute record
- D. Add the Configuration Attribute to the ReferencedFields field set

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

NEW QUESTION: 76

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

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

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 77

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. Management has asked the Admin to Streamline the Quote Line Editor so calculations occur automatically after each change is made. Which Managed Package setting should the Admin enable to meet this requirement?

- A. Use Inactive Prices
- B. Calculate Immediately
- C. Use Legacy Calculator
- D. Enable Quick Calculate

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

NEW QUESTION: 78

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes. How should the Admin set up this data flow?

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

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

NEW QUESTION: 79

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B.

The Admin is setting up a Product Rule with the following:

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

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner) Which two error condition setups will meet this requirement?

Choose 2 answers

- A. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field -Operator is set to Less or Equals
- B. -Summary Variable A goes in the Filter Variable field V O -Summary Variable B goes in the Tested Variable field -Operator is set to Less than
- C. -Summary Variable A goes in the Tested Variable field V O -Summary Variable B goes in the Filter Variable field -Operator is set to Greater than

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 80

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

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

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

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

NEW QUESTION: 81

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

How should the Admin set this up?

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

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

NEW QUESTION: 82

When amending a contract, users have reported that the net pricing of some products is incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 83

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

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

NEW QUESTION: 84

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: 85

Universal Containers has five Products.

Product Name	Pricing Method	Subscription Pricing	Percent of Total (%)	List Price
Admin Hour	List	Fixed Price		\$50
Cloud Storage 1 GB	List	Fixed Price		\$100
CPU 2.2 GHz	List			\$250
CPU 1.1 GHz	List			\$100
Warranty	Percent of Total		10	\$25

The Percent of Total Category field for the Warranty Product Is null.

What would the Warranty's List Unit Price be If all Products are added to a Quote with a Quantity of 1?

- A. \$50 00
- B. \$25.00
- C. \$35.00
- D. \$15.00

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

NEW QUESTION: 86

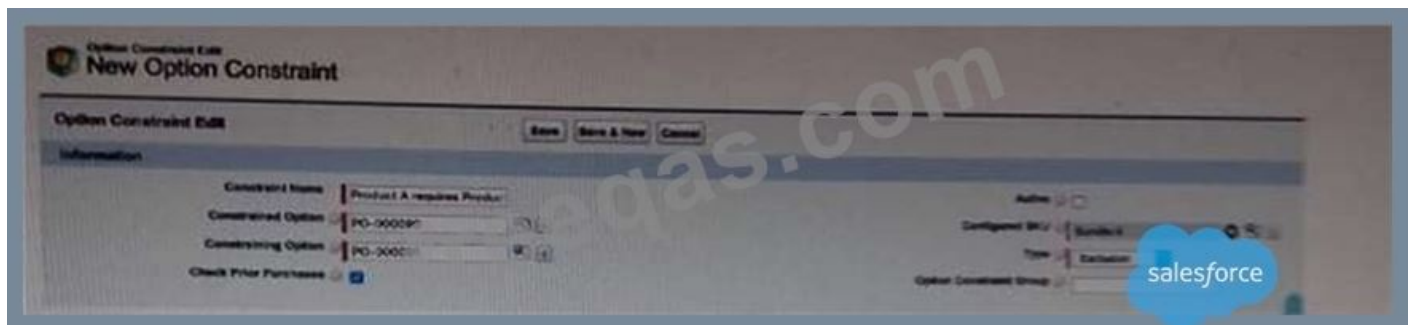
To assign a specific Discount Schedule to an Account (that is active for a specified Start & End Date) you would create a:

- A. Contracted Price
- B. Separate Sub-account
- C. Price Rule
- D. Summary Variable

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 87

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. The Active checkbox should be set to True.
- D. Option Constrain Group should be populated.

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

NEW QUESTION: 88

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

How should the Admin meet the business requirement?

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

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

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

NEW QUESTION: 89

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

- * Template Top
- * Line Items
- * HTML
- * Quote Terms

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

Which three statements are valid about these types of Template Content? (Choose three.)

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

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

NEW QUESTION: 90

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

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

- A. Remove
- B. Disable and Remove
- C. Hide and Remove

D. Disable

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

NEW QUESTION: 91

The Admin has created the "Promotional Discount ABC" price rule below.

price rule below. Evaluation Scope : Calculator Conditions Met: All Calculator Evaluation Event: On Calculate Active: True TABLE Assuming a quote where all conditions form this rule are met, which products on the quote get a discount?

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

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

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NEW QUESTION: 92

The Admin at Universal Containers received feedback that users are trying to reconfigure bundles on renewals quotes and finding that the Configuration Attribute values are blank and must be manually fixed. This issue is not observed on new business quotes. What is the cause and possible resolution to this problem?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 93

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

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

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

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

NEW QUESTION: 94

"An Admin has created a Quote Template record and has set the Group Field field to SBQQ__Optional__c. When a User attempts to preview the output document using this Quote Template, this error appears: ""Invalid conversation from runtime type Boolean to String."" Why is this error occurring?

- A. SBQQ__Optional__c is not a Quote Line field.
- B. The user did not create any groups on the quote.
- C. SBQQ__Optional__c is not a text field."
- D. The user did not mark any products as ""optional.""

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 95

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 96

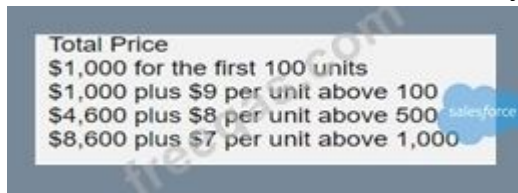
In order to apply a filter to the results of a dynamic bundle, admins must create a supporting:

- A. Product Rule
- B. Price Rule
- C. ProductOption
- D. Custom Action

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

NEW QUESTION: 97

Universal Containers sells a monthly subscription service with bered 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 pricing method should the Admin Select for this service?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

- A. The Product's Subscription Type = Renewable
The Contract's Renewal Forecast = True
The Contract's Renewal Quoted = False
- B. The Product's Subscription Type = Renewable
The Contract's Renewal Forecast = False
The Contract's Renewal Quoted = False
- C. The Product's Subscription Type = Renewable
The Contract's Renewal Forecast = False
The Contract's Renewal Quoted = True
- D. The Product's Subscription Type = Renewable
The Contract's Renewal Forecast = True
The Contract's Renewal Quoted = True

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

NEW QUESTION: 99

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 100

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

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

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

NEW QUESTION: 101

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

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

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

NEW QUESTION: 102

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

NEW QUESTION: 103

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

- A. Opportunity object
- B. CPQ Quote Line object
- C. CPQ Quote object
- D. Core Salesforce Quote object

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

NEW QUESTION: 104

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 105

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to

click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 106

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- B. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- C. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."
- D. Create a bundle with Container B and options X, Y, and Z as product options for Container A.

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 107

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.

In addition to creation the Monthly Price Line Column, which two configurations are needed to satisfy this requirement? (Choose two.)

- A. Create an additional Line Items section without the Monthly Price field.
- B. Set the Conditional Print Field on the Line Column record.
- C. Create a custom checkbox formula field indicating if the Payment Terms are Net 30.
- D. Include Monthly Price in the Quote Line Editor Field Set.

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 108

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months. The Product has been configured as such:

Percent Of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

A)

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

B)

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

C)

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

D)

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

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

Answer: (SHOW ANSWER)

NEW QUESTION: 109

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y.

The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which

tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 110

Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

- A. Select the Hidden checkbox on the Product Option.
- B. Set the Quote Line Visibility field to Editor Only on the Product Option.
- C. Select the Bundled checkbox on the Product Option.
- D. Set the Quote Line Visibility field to Always on the Product Option.

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

NEW QUESTION: 111

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

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

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

NEW QUESTION: 112

Universal Containers offers a 50% customer discount promotion this month for Product A. The Admin decides to use a Price Rule to enable this promotion.

Which set of Price Actions Should the Admin create on this Price Rule?

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

C. One Price Action to inject 50 in the SBQQ__Discount__c field on the Quote Line and one Price Action to inject a blank value in the SBQQ__AdditionalDiscountAmount__c field on the Quote Line.

D. One Price Action to inject 0.5 in the SBQQ__CustomerDiscount__c field on the Quote Line and one Price Action to inject a blank value in the SBQQ__CustomerDiscountAmount__c field on the Quote Line.

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

NEW QUESTION: 113

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. Expiration Date

B. Product

C. Contract

D. Effective Date

E. Discount

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

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