[May 24, 2022 Fully Updated Dumps PDF - Latest CPQ-Specialist Exam Questions and Answers [Q140-Q160
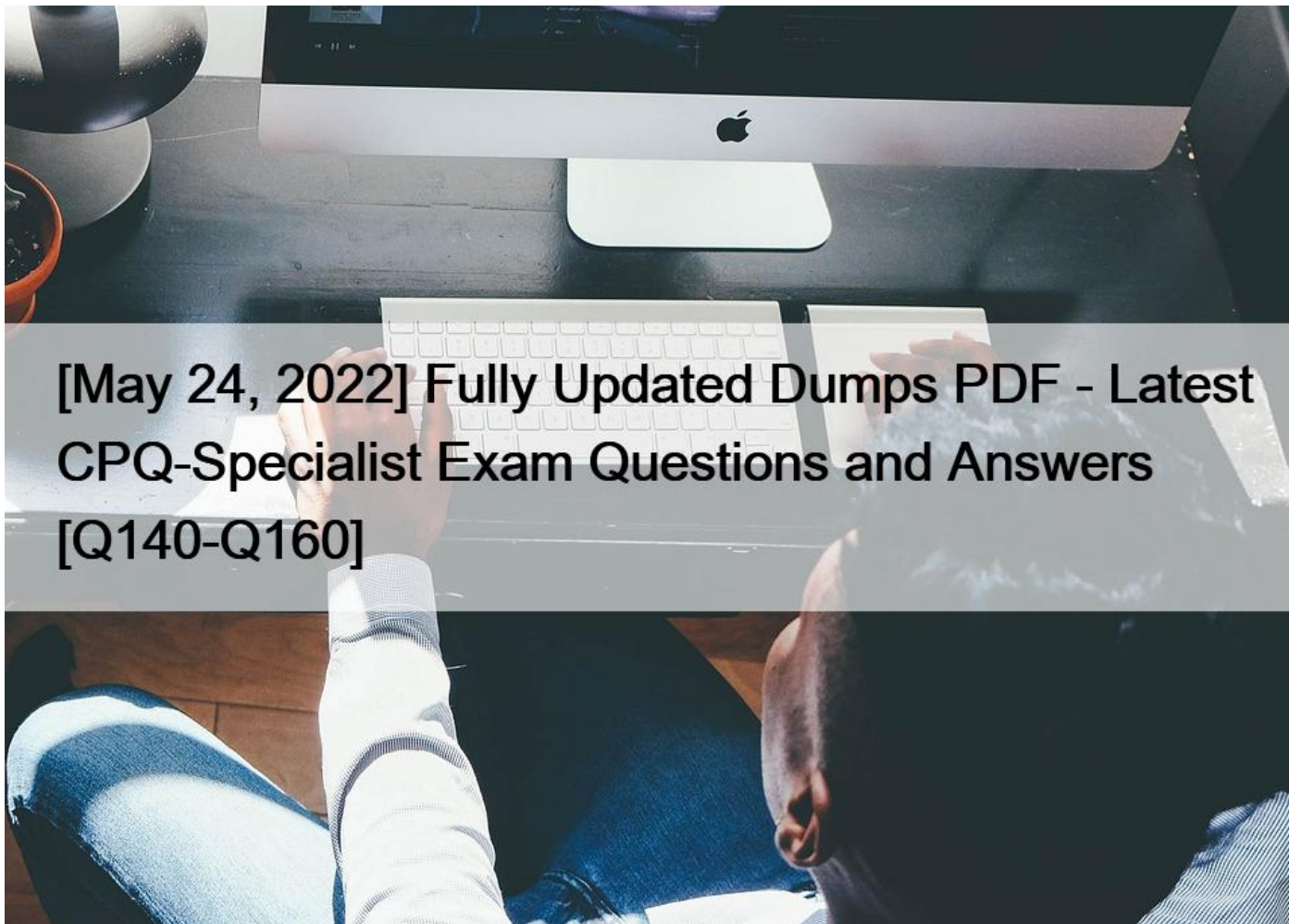

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Benefits of Salesforce Certified CPQ Specialist - Even when you have experience as a salesforce professional, we recommend you to go for a salesforce certification if you are working at an organization/firm engaged in looking for active presence of customers, who want that their company becomes a topic of discussion amongst the customers.- The demand for experts in every field is growing at a fast speed, and so it is in the salesforce domain. Companies want to hire professionals who can prove to be an asset for their organization, and with this certification, an individual can surely provide a lot of support.- Employers without any second thoughts are realizing the value of Salesforce certified experts adding benefits to their business. Hence, with time more and more organizations are willing to hire certified individuals than non- certified candidates. Presently, there is a huge population of applicants competing for the position in the Salesforce market.

Salesforce CPQ-Specialist Exam Syllabus Topics:
TopicDetailsTopic 1- Demonstrate understanding of how to generate renewal and amendment quotes to meet business requirements- Determine the necessary CPQ package-level settingsTopic 2- Select and set up advanced or native approvals to meet

business requirements- Demonstrate understanding of the data required to generate orders and contractsTopic 3- Determine how the CPQ managed package fits within a Salesforce org- Given a scenario, recommend when to use orders, contracts, subscriptionsTopic 4- Set up CPQ for localization and multi-currency for international customers and users- Set up a bundle structure to meet business requirementsTopic 5- Demonstrate how to set up products, pricebooks, and pricebook entries- Given a scenario, determine expected pricing outcomes

NO.140 Universal Containers uses over 45,000 different Container Product records with CPQ. When a sales rep views the Add Products page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ Specialist enable this functionality from the Salesforce CPQ managed package configuration settings?
* Add the Product Family field to the Search Results Field Set on the Product object.
* Check the Solution Groups Enabled checkbox, set Object to Quote Line and set Name Field to Product Family.
* Select Product Family in the Product Search Plugin field in Plugins.
* Select Product Family in the Product Results Group Field Name field in Additional Settings.

NO.141 If a manager is taking a leave of absence, how can the Admin using Advanced Approval ensure that another manager will receive Approval requests during the period in which the original manager is absent?
* 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.
* On the original manager’s Approver record, set the Delegated Approver lookup field to reference a different manager’s Approver record, and set the Delegation End field for the date of the original manager’s return.
* 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.
* Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence.

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

NO.142 Universal Containers has an output document with a line item table that currently displays product options that are marked as Included. What step should the Admin take to remove the Included products from the line item table?
* Set the Show Bundled Products field to False on the Quote Template.
* Set the Hide Included Products field to True on the Quote Template.
* Create a Quote Line field OutputVisibility__C that returns False if Included = True.

Create a filter on the line items Template Section where Component = False

NO.143 Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product.

How can the Admin meet this requirement?
* Delete the Product so it is unavailable for new business Quotes.
* Create a new renewal Product, then link it to the end-of-life Product by using the Renewal Product lookup.
* Create an end-of-life checkbox on the Product, then create a Search Filter to exclude any Product marked end-of-life from Product Selection.
* Deactivate the Product since CPQ allows inactive Products to be renewed.

NO.144 An admin has created a text field Configuration Attribute for Bundle A.

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

Which steps should the admin take to meet this requirement?

* Create a formula text Held on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field field to Identify the Quote formula field.
* 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.
* Create a text field on the Quote Line object with the same API name as the Configuration Attribute held. Create a Price Rule to target the Quote Line field to give It a value.
* 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.

NO.145 Fore a quote with a Subscription Term of 18 months, what is the calculated price for the standard pricing fields?

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

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

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

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

NO.146

* Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

* Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
* Create a bundle with Container B and options X, Y, and Z as product options for Container 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.
* 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.”

NO.147 An Admin has set up option constraints in the Universal Container sandbox where Product A depends on the selection of Product B.

During testing, it is determined that Product A can be selected regardless of whether Product B has been selected or not. Why is this happening?

* Product A was set up as the Constrained Option.
* The Option Constraint was set up with type “Dependency.”
* Product B was set up as the Constraining Option.
* The Option Constraint has not been activated.

NO.148 “An Admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two – but never both.

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

* Create a Product Feature and set both Min Options and Max Options to 4.
* Create a Product Feature and set both Min Options and Max Options to 1.
* Create an Option Constraint and set Type = Exclusion”
* Create an Option Constraint and set Type = Dependency

NO.149 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?

* 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.
* 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.
* 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.
* One Price Action to inject 50 in the SBQQ__Discount__c field on the Quote Line.

NO.150 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?

* Tiered
* Segmented
* List

* Block

NO.151 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?
* Update the Custom Action Location to Left.
* Set a lower value in the Display Order field on the Custom Action record.
* Move the Clone and Delete actions into the Quote Line Editor drawers.
* Change the Actions Column Placement in package settings to Left.

NO.152 The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B it is automatically selected when the User selects Product A. The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?
* Set Apply Immediately to True on Product record for Product A.
* Set Apply Immediately to True on Product record for Product B.
* Set Apply Immediately to True on Product Option record for Product B.
* Set Apply Immediately to True on Product Option record for Product A.

NO.153 The Admin has set up a yearly price dimension on Product Z.

The User has added Product Z to a quote with a

30-month subscription term and sees that Year 3 is the partial segment, but the customer requires Year 3 to be a full year. What steps should the Admin take to enable the User to choose which year represents the partial segment?
* Place the “First Segment Term End Date” field into the Line Editor field set on the Quote object.
* Place the “Start Date” and “End Date” fields into the Segmented Line Editor field set on the Quote Line object.
* Place the “Subscription Term” field into the Segmented Line Editor field set on the Quote Line object.
* Place the “Partial Segment” field into the Segmented Line Editor field set on the Quote Line object.

NO.154 Universal Containers sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? (Choose two.)
* Pricing Method set to List and Subscription Pricing set to Percent of Total
* Pricing Method set to Percent of Total and Subscription Pricing set to Custom
* Pricing Method set to Percent of Total and Subscription Pricing blank
* Pricing Method set to Custom and Subscription Pricing set to Custom

NO.155 “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
* Block
* List
* Segmented
* Tiered

NO.156 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?
* Disable and Remove
* Disable
* Remove
* Hide and Remove

NO.157 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?
* Custom Action
* Product Rules
* Custom Script
* Pricing Rules

NO.158 Universal Containers (UC) sells a subscription Product, Monitoring Service reps leave the quantity as 1 when it is sold outside of a bundle.

Which solution can UC apply?
* Set Quantity Editable to FALSE on the Product.
* Set Type to Accessory on the Product Option.
* Set Max Quantity to 1 on the Product Option.
* Set Default Quantity to 1 on the Product.

NO.159 Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?
* Set the Product’s Sort Order as the only null Sort Order of any Product.
* Set the Sort Order as the lowest numerical value of any Product’s Sort Order.
* Set the Product Code as the first alphabetically of any Product’s Product Code.
* Set the Product’s Product Code as the only null Product Code of any Product.

NO.160 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.
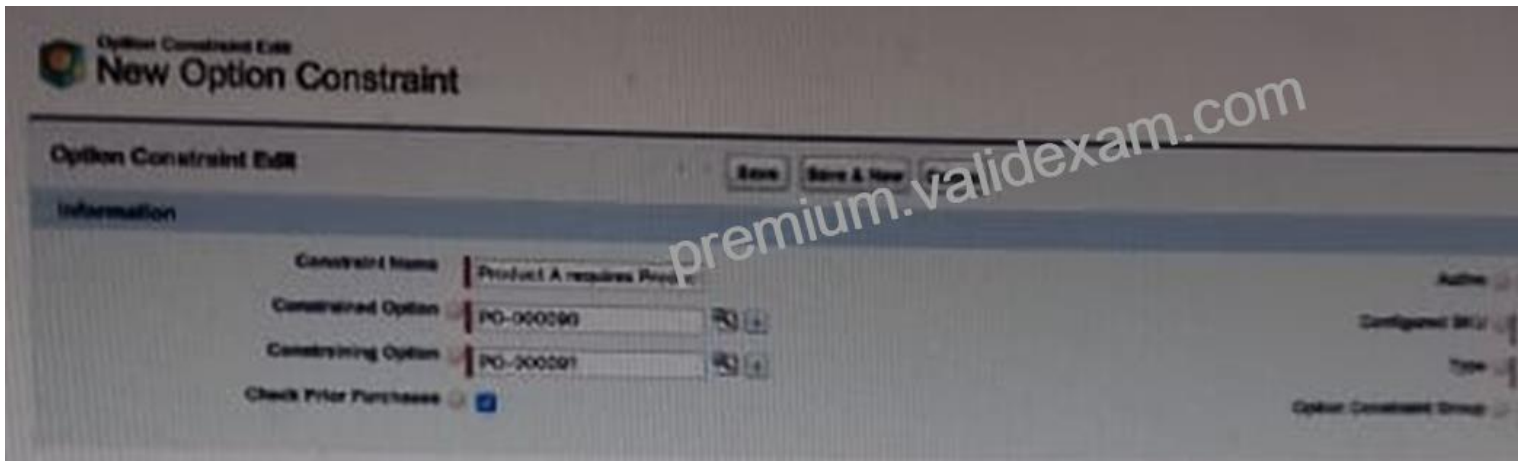
What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers
* Option Constrain Group should be populated.
* Check Prior purchases should be set to False.
* type should be dependency.
* The Active checkbox should be set to True.

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