



Free Questions for CPQ-Specialist by go4braindumps

Shared by Clayton on 09-08-2024

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Question 1

Question Type: MultipleChoice

Universal Containers has an add-on Product that can only be sold as part of bundles.

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

Choose 2 answers

Options:

- A) Create a Product Option record referencing the add-on Product for each bundle.
- B) Set the Customer Community Availability pick list on the add-on Product to Never,
- C) Create a Product Feature record referencing the add-on Product.
- D) Set the Component checkbox to True on the add-on Product record.

Answer:

A, D

Question 2

Question Type: MultipleChoice

At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appear on one contract.

What are two ways the CPQ specialist can meet these requirements?

Choose 2 answers

Options:

- A)** Set Order Product Date to Today when the record is created using Process Builder.
- B)** Set Contracting Method on the Order to Single Contract.
- C)** Set package Default Order Start Date to Today.
- D)** Set Quote Contracting Method to By Subscription End Date.

Answer:

B, C

Question 3

Question Type: MultipleChoice

When initially configuring a bundle, all Product Options are visible. A Configuration Attribute combined with a Product Rule is used to hide or show Product Options depending on the value of the Configuration Attribute. The initial configuration was successful, but a user has reported that upon bundle reconfiguration, all Product Options are visible. The Configuration Attribute retains the value that was set initially.

What should the admin do to resolve the issue?

Options:

- A) Change the Evaluation Event of the Product Rule to Load.
- B) Ensure that Apply to Product Options is set to TRUE on the Configuration Attribute.
- C) Ensure that Apply Immediately is sc.
- D) Change the Evaluation Event of the Product Rule to Always.

Answer:

C

Question 4

Question Type: MultipleChoice

Which two conditions must be met so a user can change the Quantity on an Order Product? Choose 2 answers

Options:

- A) The package setting Allow Multiple Orders is enabled.
- B) The Order is in Draft Status.
- C) The Order setting Enable Negative Quantities is enabled.
- D) The Ordered checkbox on the Quote must be False.

Answer:

A, D

Question 5

Question Type: MultipleChoice

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

Which set of actions would meet these requirements?

Options:

- A)** Create a price book specific to ACME Tools with a price book entry at half the price for Product A and create a workflow rule that assigns this price book to all opportunities for ACME Tools.'
- B)** Create a price rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote lines for Product A when the account associated with the quote is ACME Tools.
- C)** Create a discount schedule with a single discount tier at 0% discount and associate it with a contracted price giving 50% discount to Product A on the ACME Tools account record.
- D)** Create a price rule that applies the 50% discount to the list price and injects it into the Customer Price field on the quote line when the account associated with the quote is ACME Tools.

Answer:

C

Question 6

Question Type: MultipleChoice

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'

Options:

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

Answer:

B

Question 7

Question Type: MultipleChoice

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote. The Subscription Term is 24 months. The Product's Default Subscription Term is 12 months. The Quantity Is 10. The List Unit Price is \$120.

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

Options:

A) * Regular Unit Price: \$108.00

* Customer Unit Price: \$168.00

* Net Unit Price: \$156.00

B) Regular Unit Price: \$216.00

* Customer Unit Price: \$168.00

* Net Unit Price: \$156.00

C) * Regular Unit Price: \$108.00

* Customer Unit Price: \$86.40

* Net Unit Price: \$82.08

D) * Regular Unit Price: \$216.00

* Customer Unit Price: \$172.80

* Net Unit Price: \$164.16

Answer:

D

Question 8

Question Type: MultipleChoice

A subscription product that was newly created fails to display in the Product Selection screen when users search for it.

What are three possible reasons for this behavior? Choose 3 answers.

Options:

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

Answer:

A, B, C

Question 9

Question Type: MultipleChoice

Universal Containers designates all miscellaneous components with a Product Family that equals MISC. The admin wants to automatically exclude these components from the output document.

What should the admin do to meet this requirement?

Options:

- A) On the Quote Template record, set the Show Bundled Products checkbox to False.
- B) On the Quote Template record, set the Show All Package Products checkbox to True.
- C) On the Template Section record, set filter fields to Product Family, Not Equals, and MISC.
- D) On each Product record with a family set to MISC, set the Component checkbox to True.

Answer:

A

Question 10

Question Type: MultipleChoice

An admin notices the fields placed in the SBQQ_SearchFilter Field Set on the Product object are different than the fields displayed when using the Filter action in Product Selection-Why are the fields shown to the user different than those defined in the SBQQ_SearchFilter Field Set during Product Selection?

Options:

- A)** Check for any Search Filter records that have been created In the org. If present. Search Filters override the values defined in the SBQQ_SearchFilter Field Set
- B)** Ensure that any fields Included in the SBQQ_SearchFilter Field Set on Product are also included In the SBQQ_SearchResults Field Set
- C)** Establish a Product Results Group Field Name In the CPQ Package Settings. This enables compatibility with filtering.
- D)** Set Large Quote Experience in the CPQ Package Settings to True. The enhancements made to search filtering are only available in the Large Quote Experience.

Answer:

C

Question 11

Question Type: MultipleChoice

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?

Options:

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

Answer:

B

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