# Free Questions for CPQ-Specialist by certsinside

## Shared by Hoffman on 24-05-2024

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# Question 1

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

* Hardware

* Licenses

* Maintenance

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

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

Which two stops should tha ad mm taka to maat tha raquiramant?

Choosa 2 answars

## Options:

**A-** Create a different Line item section for each Product Family and leverage the Conditional Print field to show the corract products.

**B-** Create a different Line Item section for each Product Family, and leveraga the Filter field to show tha correct products.

**C-** Construct a formula fold on tha Quota Line object that raturns tha bundla's Name and Numbar, and use this field in the Group field on

the Line item Section

**D-** Populata tha Sort Ordar field on each Product record to proparly sort the Quota Lines within each section.

## Answer:

B, C

# Question 2

**Question Type: MultipleChoice**

Universal Contamars wants to gva a 23S discount on a specific Product Option purchased in the big Box bundla.

In which two ways could tha admin configura CPQ to automatically apply this discount9

Choosa 2 answars

## Options:

**A-** Set tha Option Discount (%) fiald on tha Product Faatura for tha bundla.

**B-** Set tha Option Oiscount (H) ftald on tha Product Option for tha bundla.

**C-** Set Oiscountad by Packaga to TRUE on tha Product Option for tha bundla.

**D-** Create a Price Rule that application the 25% discount whan tha product is addad as part of tha bundla.

## Answer:

C, D

# Question 3

**Question Type:** **MultipleChoice**

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?

## Options:

**A-** Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.

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

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

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

## Answer:

A

# Question 4

**Question Type: MultipleChoice**

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

## Options:

**A-** The value from the second record sorted alphabetically by Name is applied to the Target Field.

**B-** The Target Field maintains its original value and an error message appears in the Quote Line Editor.

**C-** The value from the record that was created most recently is applied to the Target Field.

**D-** The value from the first record sorted alphabetically by Name is applied to the Target Field.

## Answer:

B

# Question 5

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

What are two reasons that could explain this behavior?

Choose 2 answers

## Options:

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

**B-** The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.

**C-** The Price Book Entry of the Product has been set to Inactive.

**D-** The Exclude from Opportunity checkbox on the Product has been set to TRUE.

## Answer:

A, D

# Question 6

**Question Type:** MultipleChoice

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?

## Options:

**A-** Products, attributes, options, rules

**B-** Products, options, attributes, rules

**C-** Products, attributes, rules, options

**D-** Attributes, products, options, rules

# Question 7

**Question Type: MultipleChoice**

Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

## Options:

**A-** Create a new Template Section for each PDF document.

**B-** Create a new Additional Document on the Quote Template for each PDF document.

**C-** Select the correct Documents Folder from the Documents field on the Quote Template.

**D-** Reference each PDF Document in Custom Template Content records.

# Question 8

Universal Containers has a multi-laver bundle with a Percent c# Total option In the first level. This Percer Total option's calculation should b based on other options n the same level.

How should the admin set this up?

## Options:

**A-** Set the percent of Total Scope field on the Product Option record to a value of Components.

**B-** Set the percent of Total Category field on each Product in the bundle to the same value.

**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.

# Question 9

**Question Type: MultipleChoice**

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?

**Options:**

**A-** Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.

**B-** Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.

**C-** Fill in the Product field on the Price Rule with the Product.

**D-** Fill in the Lookup Object field on the Price Rule with the Product.

**Answer:**

# Question 10

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

## Options:

**A-** Set Pricing Method to Fixed Price on the Product record.

**B-** Set Non-Discountable to True 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 Pricing Method to Block on the Product record.

**E-** Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

## Answer:

B, D, E

# Question 11

**Question Type: MultipleChoice**

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

## Options:

**A-** Set the Configuration Type to Disabled.

**B-** Set the Configuration Type to Allowed and Configuration Event to Always.

**C-** Set the Configuration Type to Allowed and Configuration Event to Add.

**D-** Set the Active checkbox on Reconfigure Line Custom Action to False.

## Answer:

C

# Question 12

Universal Containers (UC) 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, UC wants:

Bundle products to show in the Product Selection page.

Products that are Product Options of the bundles to be excluded from the Product Selection page.

How should the admin set up the bundle?

## Options:

**A-** Select the Component checkbox on any Product that is a Product Option for the bundles.

**B-** Select the Hidden for any Product that is a Product Option for the bundles.

**C-** Select the Selectbox on each product option and mark the Product inactive.

**D-** Select the bundle on each Product option and mark the Product inactive

## Answer:

A