



Free Questions for CPQ-Specialist by actualtestdumps

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Question 1

Question Type: MultipleChoice

Universal Containers has recently begun to transition away from a handful of legacy products. These Products should be unavailable for selection on Quotes via CPQ to new or existing customers. The admin has deactivated the Products and disabled the Use Inactive Prices' package setting, but the Products continue to show up on new business Quotes that are submitted for approval.

What are two possible causes of this issue?

Choose 2 answers

Options:

- A) Users have saved the legacy products to their List of favorites.
- B) Users are cloning pre-existing Quotes that feature one or more of the legacy products.
- C) Search Filters are too broad and are returning legacy products.
- D) The Inactive legacy products have active Price Book Entries.

Answer:

C, D

Question 2

Question Type: MultipleChoice

Universal Containers' users are able to generate Quote Documents and navigate to all Quote Document records in the org. These users are unable to use the View button on documents created by another user.

How should the admin ensure that users are able to view these documents by default?

Options:

- A) View All permissions should be granted on the Quote Document object.
- B) A workflow rule should be used to change the Document Folder field on the Quote object.
- C) The Document Folder chosen in package settings must be visible to all users.
- D) View All permissions should be granted on the standard Document object.

Answer:

C

Question 3

Question Type: MultipleChoice

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirement**

Options:

- A)** Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- B)** Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- C)** Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePricebookId__c on the Opportunity.
- D)** Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

Answer:

D

Question 4

Question Type: MultipleChoice

Universal Containers (UC) sells Its Support SKU both as a stand-alone Product and a Product Option within a bundle. When sold as a stand-alone Product, the expected List Unit Price Is si,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to S800.

What should the admin do to meet the requirement?

Options:

- A) Enter 20 into the SBQQ__Discount__c field on the Product Option to reduce the price from \$1,000 to \$800.
- B) Enter 800 Into the SBQQ__UnitPrice__c field on the Product Option to define a bundle-specific price for Support.
- C) Create a Product Rule to Insert 800 into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ RequiredBy__c field is blank.
- D) Create a workflow rule to insert 800 into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ__RequiredBy__c field is blank.

Answer:

A

Question 5

Question Type: MultipleChoice

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirement?

Options:

- A)** Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- B)** Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- C)** Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePricebookId__c on the Opportunity.
- D)** Create two Price Books: one General Access Price Book with the 30 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

Answer:

D

Question 6

Question Type: MultipleChoice

Upon renewal of a Contract, a user has reported that bundles are being created without preserving the structure This leads to validation errors and unwanted price changes. The admin has identified that Preserve Bundle Structure is set to FALSE on a system generated Contract record.

What should the admin do to prevent this Issue from happening In the future?

Options:

- A)** Set Preserve Bundle Structure to TRUE on existing Account Records, and update the Re-evaluate Bundle Logic on Renewals setting in the Installed Package Settings to TRUE.
- B)** Set Preserve Bundle Structure to TRUE on existing Contract and Account Records, and update the Preserve Bundle Structure setting in the Installed Package Settings to TRUE,
- C)** Set Preserve Bundle Structure to TRUE on existing Account Records, and change the default field value on the Contract object to TRUE.

D) Set Preserve Bundle Structure to TRUE on existing Contract Records, and set field level security for Preserve Bundle Structure on the Contract object to only be editable by System Admins.

Answer:

A

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