



Free Questions for CPQ-Specialist by ebraindumps

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Question 1

Question Type: MultipleChoice

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

Options:

- A- An Order without Order Products is created.
- B- A second Order is generated with the remaining Quote Lines.
- C- An error is thrown informing the user an order already exists.
- D- The existing Order is updated with the remaining Quote Lines.

Answer:

B

Question 2

Question Type: MultipleChoice

An admin has set the Group ReW on one of the Quote templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

Options:

- A- Modified By field on the user's Quote was last modified before the new Quote Template was implemented.
- B- Bundles on Quote A contain a Configuration Attribute designating location.
- C- There are Quote Line Groups related to Quote A.
- D- Template Section with Template Content of Line Items type has a value in Group Field.

Answer:

C, D

Question 3

Question Type: MultipleChoice

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

Options:

- A- Picklist values in the Product Family field on the Product object
- B- Configuration Attribute picklist values
- C- The Feature Name field on the Configure Products page
- D- HTML Template Content in the Quote document

Answer:

C, D

Question 4

Question Type: MultipleChoice

The admin at Universal Containers has a group of Price Rules with Lookup Queries that references a new Rental Rates object. After testing to confirm the Price Rules produce the expected behavior, the Price Rules are ready to be deployed to Production.

In which order should the admin deploy Price Rules with Lookup Queries to align with best practices'?

Options:

- A- Price Rules, Price Conditions, Rental Rates. Lookup Queries, Price Actions
- B- Price Rules, Rental Rates, Lookup Queries, Price Actions, Price Conditions
- C- Rental Rates, Price Rules, Price Conditions, Lookup Queries, Price Actions
- D- Rental Rates. Lookup Queries. Price Rules. Price Conditions, Price Actions

Answer:

C

Question 5

Question Type: MultipleChoice

The sales manager at Universal Containers wants to ensure that bundles:

- * Cannot be reconfigured when a final Quote is created.
- * Allow sales reps to configure bundles only on new or amendment quotes.

Options:

- B-** Ensure SBQQ__ReconfigurationDisabled_c is set to TRUE on the Bundle product.
- C-** Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type_c is not equal to 'Renewal'.
- D-** Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to 'Renewal'

Answer:

D

Question 6

Question Type: MultipleChoice

A Configuration Attribute displays a Product Option picklist field named Custom_Picklist__c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist contains fewer values than the field from the Product Option.

Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

Options:

- A- The selected value is saved to the quote line field.
- B- An error message appears that prevents saving the configuration.
- C- The Save button is gray and unavailable in the configurator.
- D- A null value is saved to the quote line field.

Answer:

B

Question 7

Question Type: MultipleChoice

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

Options:

- A-** A Product Rule is preventing the Additional Discount from being edited.
- B-** The Non Discountable field is marked True on the Product record for the Quote Line.
- C-** Additional Discount is a locked field on amendment Quotes.
- D-** The org is using legacy amendment and renewal service.

Answer:

C

Question 8

Question Type: MultipleChoice

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

Options:

- A- One or more Price Condition records use a formula that references a non-CPQ object field.
- B- One or more Price Condition records have a lookup to a Summary Variable.
- C- The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.
- D- The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.

Answer:

C

Question 9

Question Type: MultipleChoice

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

| Name | Lower | Upper | 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?

Options:

A- \$1,050.00

B- \$1,725.00

C- \$1,700.00

D- \$1,575.00

Answer:

C

Question 10

Question Type: MultipleChoice

Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors' business units (child accounts). Product A has a product family of Storage and a list price of \$300. The parent account has a Contracted Price set to \$200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

Options:

- A-** Set Ignore Parent Contracted Prices to true on the parent contracted price.
- B-** Create a new contracted price for Product A on the business unit account with a price of \$300.
- C-** Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.
- D-** Set Ignore Parent Contracted Prices to true on the business unit account record.

Answer:

B, D

Question 11

Question Type: MultipleChoice

Universal Containers sells Tiny Boxes for \$0,005 each. Tiny Boxes are Non Discountable.

How should the admin set the decimal precision for the unit price?

Options:

- A-** Edit the Unit Price field on the Quote Line object and set the precision to 3.

- B-** Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.
- C-** Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- D-** Use a Price Rule that sets the Net Unit Price to \$0,005 when the product is added to a Quote.

Answer:

B

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