Free Questions for CPQ-Specialist

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Question 1

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

Options:

A- None

B- Configurable

C- Allowed

D- Disabled

E- Required

Answer:

A, C, E

Question 2

Product A is a Product Option in a bundle and has a Price Book price of $100. When Product A is selected and its quantity is greater than 10, its price falls to $50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

Options:

A- One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to ''Product A''.
One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10.
One Price Action to inject the value 50 into Unit Price field.

B- One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.
One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.

C- One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.

D.

One Price Condition using a Summary Variable counting Product A to verify that Product A is selected

One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10

One Price Action to inject the value 50 into the Unit Price field.

Answer:

A

Question 3

Question Type: MultipleChoice

Universal Containers (UC) offers several enterprise server bundles with professional services. UC has a large catalog of professional services that are compatible with any server. New professional services are constantly being introduced. UC wants to design the product configuration to minimize maintenance and ensure scalability.

Which two actions should the admin take to construct these new bundles?

Choose 2 answers

A- Create a new Custom Action that is filtered to show only Professional Services Products.

B- Create a Dynamic Feature for Professional Services Products.

C- Create a nested bundle that contains all Professional Services Products.

D- Create a Filter Product Rule with a Product Action filtering for Professional Services Products.

Answer:

B, D

Question 4

Question Type: **MultipleChoice**

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

Options:

A- Ensure the Quote's Account lookup is populated.

B- Ensure the Opportunity's Primary Quote lookup is populated.

C- Check the Quote's Primary checkbox for a value of True.

D- Ensure the Quote's Opportunity lookup is populated.

E- Check the Quote's Primary checkbox for a value of False.

Answer:

A, B, E

Question 5

Question Type: MultipleChoice

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

Options:

A- Set Next Automated Approver Determined By to Manager on the Approval Process.

B- Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.

C- Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.

D- Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.

Answer:

A

Question 6

Question Type: **MultipleChoice**

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

Options:

A- Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and

Approval Conditions, and assign a unique Approval Step for each Approval Rule.

B- Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.

C- Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.

D- Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.

Answer:

D

Question 7

Question Type: MultipleChoice

Universal Containers wants to quote a product that will persist until the customer cancels the subscription.

How should the admin set up this product so all downstream processes create perpetual subscriptions?

Options:

A- Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.

B- The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.

C- The sales rep should create a Quote without an end date or a subscription term associated with it.

D- The value Evergreen should be put into the Subscription Type field on the Product.

Answer:

A