



Salesforce Certified CPQ Specialist



EXAMKILLER

Help Pass Your Exam At First Try

Sales force

Exam Certified-CPQ-Specialist

Salesforce Certified CPQ Specialist (SP23)

Version: 27.0

[Total Questions: 181]

Question No : 1

Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.

What two Option configurations that must be utilized for Product B to meet the requirement?

- A. Set Bundle to FALSE.
- B. Set Required to FALSE.
- C. Set Selected to TRUE.
- D. Set Quantity Editable to TRUE.

Answer: B,C

Question No : 2

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

- 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 No : 3

Cloud Kicks (CK) uses Salesforce CPQ to streamline its sales process for customers, partners, and distributors. As part of CK's implementation, sales reps are able to specify a Partner Discount within the Quote Line Editor.

Sales reps are reporting the Quote and Quote Lines' prices fail to recalculate automatically after a value is entered or changed in the Partner Discount field. The reps must press the Save or Quick Save button manually to trigger the calculation instead. How can the consultant ensure the real-time calculation is triggered in response to field changes within the Quote Line Editor?

- A. Enable the Partner Discount in the Calculating Fields field set
- B. Ensure the ChannelDiscountsOffUst__c field value is set to 1.
- C. Enable the Calculate Immediately field on the Pricing and Calculation tab.
- D. Ensure the ApplyPartnerDiscountfirst__c field value is set to 1.

Answer: C

Question No : 4

An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.

How should the Admin make the prices visible again?

- A. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.
- B. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
- C. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- D. Go to the Product Option record and check if the Price Editable field is False.

Answer: A

Question No : 5

Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.

What should the admin configure in the product to meet this requirement?

A. When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote

Line record to define the number of months of Support requested by the customer.

B. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the

SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

C. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the

SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.

D. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use

the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

Answer: B

Question No : 6

An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and be listed in a Line Item Column in the output document.

On which objects will the admin need to create the Configuration Attribute X custom field to meet this requirement?

A. Configuration Attribute and Product Option

B. Product Option and Quote Line

C. Product Option and Quote

D. Configuration Attribute and Quote

Answer: B

Question No : 7

Subscription Pricing	Percent Of Total
Percent Of Total Base	Net
Percent Of Total (%)	10%

What is the calculated List Unit Price the user should see for Cloud Storage Support?

- A. \$50
- B. \$225
- C. \$273
- D. \$23

Answer: B

Question No : 8

Universal Containers (UC) defines a Warranty Period in a field on

its Products and wants to ensure that this Warranty Period is

correctly stored on the Asset record. A twin field has been

created on the Asset record. UC contracts from the Order.

When leveraging the twin field functionality to pass this

Information to the Asset record, on which object should the admin create a twin field?

- A. Product Option
- B. Order Product
- C. Opportunity Product
- D. Quote Line

Answer: D

Question No : 9

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- A.** Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.
- B.** Create a Selection Product Rule that automatically shows and hides Product Options based on the service level
- C.** Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- D.** Ensure Apply Immediately is set to TRUE on the Configuration Attribute.

Answer: A,D

Question No : 10

A user renewing a Contract that was uploadad during a data migration. Thare is no Opportunity or Quote associated to the Contract. After renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect.

What should the admin do to resolve this issua?

- A.** Associate an Order with the correct Price Book to the Contract before ranewing.
- B.** Popuiata the Ranewal Pricebook ID field on the Contract.
- C.** Populate the Opportunity or Quota Price Book Id field on tha Contract.
- D.** Build Automation to automatically populate the correct Price Book on tha Renewal Quote.

Answer: A

Question No : 11

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal

Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True. What are two ways a sales user should generate an accurate Renewal Quote?

- A.** Clone the original Quote and update Quote Type to Renewal.
- B.** Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.

- C.** Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- D.** Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

Answer: C,D

Question No : 12

What is the correct order of data import to load Quote Template in CPQ?

- A.** Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions
- B.** Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- C.** Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions
- D.** Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Answer: A

Question No : 13

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A.** Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- B.** Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C.** Create a Twin Field of the Square Footage field on the Quote Line object.
- D.** Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

Answer: D

Question No : 14

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?

- 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 No : 15

A sales rep at Universal Containers is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of \$600, a Quantity of 10, and a Subscription Term of 24 months. Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription in its place.

Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to cr

- A.** -\$250
- B.** -\$2,500
- C.** -\$350
- D.** -\$3,500

Answer: B

Question No : 16

Universal Containers wants to give a 25% discount on a specific Product Option purchased in the Big Box bundle.

In which two ways could the admin configure CPQ to automatically apply this discount?

Choose 2 answers

- A. Set the Option Discount (%) field on the Product Feature for the bundle.
- B. Set the Option Discount (H) field on the Product Option for the bundle.
- C. Set Discounted by Package to TRUE on the Product Option for the bundle.
- D. Create a Price Rule that applies the 25% discount when the product is added as part of the bundle.

Answer: C,D

Question No : 17

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?

- 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.

Answer: B

Question No : 18

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?

- A. Products, attributes, options, rules
- B. Products, options, attributes, rules
- C. Products, attributes, rules, options
- D. Attributes, products, options, rules

Answer: B

Question No : 19

Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

- A. Select the Multiplier checkbox on the Bundle.
- B. Select the Bundled checkbox on the Product Option.
- C. Select Component as the Type field on the Product Option.
- D. Select the Quantity Editable checkbox on the Product Option.

Answer: C

Question No : 20

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- A. Add the Cost to the Product's Price Book Entry Cost field. ^
- B. Use a Price Rule to set the Cost field on the Quote Line.
- C. Create a Cost record in the Product's Costs related list.
- D. Add a Cost Discount Schedule to the Products Discount Schedule related list.

Answer: C

Question No : 21

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

- A. \$480.00
- B. \$450.00
- C. \$500.00
- D. \$470.00

Answer: D

Question No : 22

Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.

A single quote can contain products for consumption anywhere in the country.

A custom object has been created to maintain a Price Multiplier per product per geographic area. The quote document should display the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

- A. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.
- B. Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.
- C. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.
- D. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.

Answer: B

Question No : 23

Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied

for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what Is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

A.

- List Unit Price: \$100
- Regular Unit Price: \$100
- Customer Unit Price: \$90
- Net Unit Price: \$90

B.

- List Unit Price: \$150
- Regular Unit Price: \$150
- Customer Unit Price: \$100
- Net Unit Price: \$90

C.

- List Unit Price: \$150
- Regular Unit Price: \$150
- Customer Unit Price: \$140
- Net Unit Price: \$140

D.

- List Unit Price: \$150
- Regular Unit Price: \$100
- Customer Unit Price: \$90
- Net Unit Price: \$90

Answer: D

Question No : 24

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

- 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 No : 25

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?

- 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: A

Question No : 26

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have

agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

*The original Subscription

*The first amended Subscription

*The second amended Subscription

- A.** 120, -20, 40
- B.** 100, -20, 40
- C.** 100, 80, 120
- D.** 80, 0, 40

Answer: C

Question No : 27

Universal Containers (UC) maintains a large Product catalog with more than 500 Products. Ten Products from various Product Families are frequently requested and purchased by UC's customers and must be easy to find for users.

How should the admin meet the requirement?

- A.** Set the Sort Order for each of the ten Product records to a numeric value that is greater than any other Product.
- B.** Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products.
- C.** Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.
- D.** Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.

Answer: B

Question No : 28

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

- A.** Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.
- B.** Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.
- C.** Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.
- D.** Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

Answer: D