

Jan-2023 Salesforce CPQ-Specialist Certification Real 2023 Mock Exam [Q13-Q32]



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CPQ-Specialist Exam Questions and Valid PMP Dumps PDF

How much does Salesforce Certified CPQ Specialist costs - Length of Exam: 85 min- Passing Score: 60% or higher-
Examination Name: Salesforce Certified CPQ Specialist- No of Questions: 60 Questions **NO.13** Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- * Keep Bundle Together
- * Visualize Product Hierarchy
- * Enable Product Option Drawer
- * Preserve Bundle Structure

NO.14 A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.

Which date will CPQ use to calculate the prorate multiplier?

- * The earliest date
- * The Quote date
- * The Quote Line date
- * The latest date

NO.15 The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the Calculator?

- * Revoke the Advanced Calculator and re-authorize the Calculation Service.
- * Re-execute the Post Install Script in Package Settings to ensure the Calculator Referenced Fields are up-to-date.
- * Rename the custom field label, then recreate the Price Action to reference the new field label.
- * The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.

Explanation/Reference: https://help.salesforce.com/articleView?id=000313938&language=en_US&type=1&mode=1

NO.16 Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- * Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- * Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- * Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- * Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

NO.17 Summary Variables can be used in Rule Conditions.

- * True
- * False

NO.18 User A at Universal Containers has an active quote with Company A.

Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- * The User must press Refresh Prices to see the effect.
- * The quote line for this product has Non Discountable checked.
- * The contracted price is only applied when adding a product.
- * The User must set Allow Contracted Prices on their quote.

NO.19 An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

- * Additional discounts from the original Quote will automatically populate on the renewal.
- * The renewal Quote start date will be the Contract end date plus one day.
- * Optional products from the original Quote will pull into the renewal.

* All Quote Line items will be pulled through from the original Quote.

NO.20 Universal Containers wants to default information on the Quote Line from a Product field. How should this information be transferred?

- * Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- * Create two fields with the same API name and type on the Product and Quote Line.
- * Create a Price Rule that stores the Product field's value in the Quote Line field.
- * Create a Workflow Rule that stores the Product field's value in the Quote Line field.

NO.21 If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- * On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- * Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.
- * On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- * Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.

NO.22 An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the Product Rule to fire within this specific bundle.

What is a valid setup for the Configuration Rule?

- * The Configuration Rule must be associated with Product records used in Product Actions.
- * The Configuration Rule must be associated with the Product Feature used within the bundle.
- * The Configuration Rule must be associated with the Product Option records used in Product Actions.
- * The configuration Rule must be associated with the Parent Product in the bundle.

NO.23 The Universal Containers Admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The Admin planned to use a roll-up summary field on the Quote object to average the Quote Line Approval Score field. The Admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which action should the Admin take to resolve the issue?

- * Create a trigger to populate the average Approval Score.
- * Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.
- * Create a Workflow Rule with a Field Update to populate the average Approval Score.
- * Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.

NO.24 UC sells Product A with a tiered pricing model using a discount schedule with three discount tiers. They signed an agreement with their client ACME Tools that give this client a 50% discount on Product A with a flat rate for next calendar year.

Which set of actions would meet these requirements?

- * Create a price book specific to ACME Tools with a price book entry at half the price for Product A and create a workflow rule that assigns this price book to all opportunities for ACME Tools.
- * Create a price rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote lines for

Product A when the account associated with the quote is ACME Tools.

- * Create a discount schedule with a single discount tier at 0% discount and associate it with a contracted price giving 50% discount to Product A on the ACME Tools account record.
- * Create a price rule that applies the 50% discount to the list price and injects it into the Customer Price field on the quote line when the account associated with the quote is ACME Tools.

NO.25 Universal Containers wants to prevent users from selecting a Product Option when a conflicting one has been chosen. The Product Options that should not be selected should not be displayed to the users. The Admin needs to set up a Product Selection Rule to meet this requirement. Which Type should be used for the product Action?

- * Hide
- * Disable
- * Hide and Remove
- * Disable and Remove

NO.26 Universal Containers requires its customers to commit to a new 12-month Contract Term whenever requests to modify the existing Contract are made.

Which two steps should the Admin take to generate accurate Order records? Choose 2 answers

- * Use the Evergreen Contract feature to permit existing Contracts to be extended beyond the original term.
- * Renew the existing Contract, amend the Quote Start Date to today, and modify the Quote Lines to reflect a new 12-month term. Process the Renewal using the normal Quote > Order > Contract flow.
- * Amend the existing Contract, updating all Quote Line Quantities to zero, effectively cancelling the Contract. Process the Amendment using the normal Quote > Order > Contract flow.
- * Amend the existing Contract and extend the End Date to 12 month from today. Process the Amendment using the normal Quote > Order > Contract flow.

NO.27 An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page.

Which updates should the Admin male to meet this requirement

- * Update Option Layout on the parent Product record to Wizard.
- * Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- * Create feature to the parent product and assign all Option to one of the created features.
- * Update option layout on the parent Product record to Sections.

NO.28 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.

TheAdmin 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?

- * One Price Condition verifying that the SBQQ__ProductName__cfield 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 Pricefield.

- * 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.

* One PriceCondition 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.

* 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 PriceAction to inject the value 50 into the Unit Price field.

NO.29 UC has a series of required PDF documents that need to be attached to their 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?

- * Reference each PDF Document in Custom Template Content records;
- * Select the correct Documents Folder from the Documents field on the Quote Template
- * Create a new Additional Document on the Quote Template for each PDF document
- * Create a new Template Section for each PDF document.

NO.30 Universal Containers Sells a monthly subscription service with tiered pricing:

| |
|---------------------------------------|
| Total Price |
| \$1,000 for the first 100 units |
| \$1,000 plus \$9 per unit above 100 |
| \$4,600 plus \$8 per unit above 500 |
| \$8,600 plus \$7 per unit above 1,000 |

Which two pricing configurations meet these requirements?

Choose two answers

- * Block pricing with slab Discount Schedule
- * List pricing with lookup price Rule
- * List pricing with slab Discount Schedule
- * Block pricing with overage
- * Block pricing with range Discount Schedule

NO.31 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?

- * An Order without Order Products is created.
- * A second Order is generated with the remaining Quote Lines.
- * An error is thrown informing the user an order already exists.

* The existing Order is updated with the remaining Quote Lines.

NO.32 Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June

18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100 What is the Prorated List Unit Price for the Quote Line?

* USD 116.67

* USD 118.31

* USD 125.00

* USD 100.00

Understanding functional and technical aspects of Salesforce Certified CPQ Specialist

The following will be asked from you in the **SALESFORCE CPQ-SPECIALIST exam dumps**:

- Given a scenario, set up product rules to meet business requirements-
- Given a scenario, set up a bundle structure to meet business requirements

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