



Free Questions for CPQ-Specialist by certsinside

Shared by Charles on 05-09-2022

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Question 1

Question Type: MultipleChoice

An Admin created a picklist field on the Product Option object called Picklist123__c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123__c. The Admin

selected Bundle Z during Product Selection and populated a value for Picklist123__c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

Options:

- A)** Create a Workflow Rule that updates the Product Option field upon entering configuration.
- B)** Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- C)** Create field Picklist123__c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- D)** Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.

Answer:

D

Question 2

Question Type: MultipleChoice

At Universal containers, the fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appears on one contract.

What are two ways the CPQ Specialist can meet these requirements? Choose 2 answers

Options:

- A)** Set Order Product Date to Today when the record is created using Process Builder.
- B)** Set package Default Order Start Date to Today.
- C)** Set Contracting Method on the Order to single Contract.
- D)** Set package Contracting Method to Single Contract.

Answer:

B, D

Question 3

Question Type: MultipleChoice

The Admin decides to use a price rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is non-subscription product. The Admin has already created price conditions to target quote lines for Product A where the additional discount fields are not populated. Which set of additional actions should the Admin take to support this prior purchase constraint?

Options:

- A)** Create a summary variable counting the asset records for product A and create a price condition verifying that the quantity field on the quote line is greater than the summary variable.
- B)** Create a summary variable summing the quantity of product A from quote lines and create a price condition verifying that the summary variable is greater than the value 1.
- C)** Create a summary variable counting the asset records for product A and create a price condition verifying that the summary variable is greater than the value 0.
- D)** Create a summary variable summing the quantity of the asset records for product A and create a price condition verifying that the quantity field on the asset object is greater than the value 0.

Answer:

Question 4

Question Type: MultipleChoice

Universal Containers (UC) sells Product A with a tiered pricing model using a Discount Schedule with three discount tiers. UC signed an agreement with a client, ACME Tools, that gives the client a 50% discount on Product A with a flat rate for the next calendar year, overriding the current Discount Schedule. Which set of actions would meet these requirements?

Options:

- A)** Create a Product 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.
- B)** 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.
- C)** 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.
- D)** Create a Price Rule that applies the 50% discount to the List Price and inserts it into the Customer Price field on the Quote Line when the Account associated with the Quote is ACME Tools.

Answer:

A

Question 5

Question Type: MultipleChoice

A user needs to amend e contract end change prices to reflect new discounts for existing active subscriptions and How should the user achieve this?

Options:

- A)** Create a Price Book price Book Entries to reflect the new prices. Populate the Contract Amendment price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.
- B)** Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- C)** Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- D)** Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.

Answer:

D

Question 6

Question Type: MultipleChoice

In Universal Containers' original implementation, all Additional Discount fields were removed from the Quote Line Editor Interface in favor of a custom field. Today, Universal Containers wants to use the out-of-the-box

Additional Discount field to apply on a Product-by-Product basis for all Products.

To which Field Set does the Admin need to add the Additional Discount field?

Options:

- A) The Quote Line object's Summary Fields Field Set.
- B) The Quote object's Line Editor Field Set.
- C) The Quote Line object's Line Editor Field Set.
- D) The Quote Line Group object's Line Editor Field Set.

Answer:

B

Question 7

Question Type: MultipleChoice

Universal Containers wants to automatically generate Contracted Prices for certain products in its catalog across all Accounts whenever a Contract is created.

Which field should the Admin adjust to ensure that the desired products have Contracted prices created for all Accounts?

Options:

- A)** Set the Generated Contracted Price picklist on the desired product records.
- B)** Set the Generate Contracted Price picklist on the desired Quote Lines before creation.
- C)** Set the Generate Contracted Prices field on the Quotes on these Accounts.
- D)** Set the Generate Contracted prices filed on the Opportunities on these Accounts.

Answer:

C

Question 8

Question Type: MultipleChoice

An admin wants users to make changes In the configurator without Product Rules evaluating. Users should be able to manually Are the rules. The admin has created Product Rules with an Evaluation Event of Edit or Always.

Which final step should an admin take to meet this requirement?

Options:

- A) Ensure the Apply Edit Rules Custom Action is active.
- B) Create all Product Options with Apply immediately Context set to NULL.
- C) Enable Large Configurations set to TRUE in package settings.
- D) Set Configuration Event on the bundle parent Product record to Always.

Answer:

D

Question 9

Question Type: MultipleChoice

Universal Containers has products that will only be utilized as Product options inside five different bundle products. When a User adds products to the Quote Line Editor, Universal Containers would like. Bundle products to show in the product Selection page. Products that are Product Options of the bundle to not show in the Product Selection page. How should the Admin set up the bundle?

Options:

- A)** Select the Hidden checkbox for any Product that is a Product Option for the bundle.
- B)** Select the Component checkbox on any Product that is a Product Option for the bundle.
- C)** Select the bundled checkbox on each Product Option and mark the Product inactive.
- D)** Select the Selected checkbox on each Product Option and mark the Product inactive.

Answer:

B

Question 10

Question Type: MultipleChoice

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the Admin set up these requirements for the users?

Options:

- A)** Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- B)** Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for support.
- C)** Set Max Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- D)** Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for support.

Answer:

A

Question 11

Question Type: MultipleChoice

Universal Containers sells their subscription products only in whole months. The Users at Universal Containers are sometimes entering values into Start Date and End Date and leaving Subscription Term blank. They are finding that subscription pricing is not working as they would expect because the dates they are choosing do not equate to exact months. This leads to pricing that may be a few cents or even a few dollars off. The Admin would like to find a solution that does not require forcing the users to use Subscription Term. What should be done so that the pricing is rounded to the expected value?

Options:

- A) In the package settings, set Subscription Prorate Precision to Monthly.
- B) On the Quote object, set the Subscription Prorate Precision field to Monthly.
- C) Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.
- D) Create a Price Rule that takes the user-entered date and calculates a rounded Term.

Answer:

A

Question 12

Question Type: MultipleChoice

Universal Containers wants to apply an additional discount of 15% to the Quote when Payment Frequency is Monthly or Bi-Weekly and Product A is added or User Count greater than 25 is defined. What is the correct Price Rule Setup?

Options:

- A)** One Price Rule with Conditions Met set to Custom, three Price Conditions, and one Price Action.
- B)** Four Price Rules with Conditions Met set to All, one Price Condition each and one Price Action each.
- C)** One Price Rule with Conditions Met set to All, four Price Conditions, and one Price Action.
- D)** Two Price Rules with Conditions Met set to All, one Price Condition on one rule and two on the other, and one Price Action each.

Answer:

A

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