



**Free Questions for CPQ-Specialist by vceexamstest**

**Shared by Conley on 29-01-2024**

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## Question 1

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### Question Type: MultipleChoice

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An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up to correctly map between Quote Lines and Product Options.

Which setup will ensure this condition is met?

#### Options:

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- A- On the child options. Apply Immediately is False and Apply Immediately Context is Always.
- B- On the Configuration Attribute. Auto-Select is False.
- C- On the Configuration Attribute. Apply to Product Options is False.
- D- On the bundled parent. Apply to Product Options is False.

#### Answer:

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D

## Question 2

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**Question Type: MultipleChoice**

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An admin has created a validation Product Rule that must display an error message upon clicking Sava if a Product Option is selected while a Configuration Attribute is set to a specific value. When the user chooses the Product Option, then sets the Configuration Attribute to the specific value. The error message appears before Save is clicked.

What can the admin change on the Product Rule or Configuration Attribute to ensure the error message only appears upon clicking Save?

**Options:**

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- A-** Add a Product Rule Error Condition to check if Evaluation Action = Sava.
- B-** Change the Configuration Attribute field Apply Immediately to False.
- C-** Change the Product Option field Apply Immediately to True.
- D-** Change the Product Rule field Evaluation Event to Sava.

**Answer:**

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B

**Question 3**

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**Question Type: MultipleChoice**

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An admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the user should not be allowed to select both Product C and Product D at the time.

How should the admin set up Bundle A to accomplish this?

**Options:**

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- A-** Create an Option Constraint and set Type = Dependency
- B-** Create a Product Feature and set both Min Options and Max Options to 4.
- C-** Create an Option Constraint and set Type = Exclusion.
- D-** Create a Product Feature and set both Min Options and Max Options to 1.

**Answer:**

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C

## Question 4

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**Question Type: MultipleChoice**

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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?

### Options:

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- A-** 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.
- B-** 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.
- C-** 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.
- D-** 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.

### Answer:

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C

## Question 5

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**Question Type:** MultipleChoice

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Universal containers has a fixed bundle with selected Product Options, After selecting the bundle, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

### Options:

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- A-** Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.
- B-** Set the bundle product record filed Configuration Type to Required and Configuration Event to Always.
- C-** Set the bundle product record filed Configuration type to Allowed and Configuration Event to Always.
- D-** Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add

### Answer:

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C

## Question 6

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### Question Type: MultipleChoice

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Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products. However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.

Which strategy should UC apply?

#### Options:

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- A- Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- B- Create a Filter Product Rule and Product Action with Type set to Optional Filter.
- C- Set the Default field on the Add Products Custom Action to TRUE.
- D- Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.

#### Answer:

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D

## Question 7

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### Question Type: MultipleChoice

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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?

### Options:

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- 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:

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D

## Question 8

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**Question Type: MultipleChoice**

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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?

**Options:**

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- A- Configuration Attribute and Product Option
- B- Product Option and Quote Line
- C- Product Option and Quote
- D- Configuration Attribute and Quote

**Answer:**

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B

## Question 9

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**Question Type: MultipleChoice**

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Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

**Options:**

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- A-** Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.
- B-** Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.
- C-** Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.
- D-** Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.

**Answer:**

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A

## Question 10

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**Question Type:** MultipleChoice

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When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

**Options:**

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- A-** The Approval Chains start the same time and are completed independent of other chains.
- B-** The Approval Chains are completed in the order displayed on screen.
- C-** The Approval Chain with the lowest Approval Step is completed first.
- D-** The Approval Chain with the lowest Final Approval Step value is completed first.

**Answer:**

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D

## Question 11

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**Question Type:** MultipleChoice

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Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

**Options:**

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A- Validation

B- Filter

C- Alert

D- Selection

**Answer:**

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C

## Question 12

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**Question Type:** MultipleChoice

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Universal Containers wants to allow customers to return and receive credit for asset Products.

How should the admn meat the requirement?

**Options:**

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- A-** Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.
- B-** Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.
- C-** Edit the Quantity field on the Asset record to reflect the updated Quantity.
- D-** Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.

**Answer:**

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B

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