



DUMPSsheet

Free Questions for CPQ-Specialist by dumpssheet

Shared by Larsen on 18-01-2024

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Question 1

Question Type: MultipleChoice

Refer to Exhibit.

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

Options:

A) \$50

B) \$225

C) \$273

D) \$23

Answer:

B

Question 2

Question Type: MultipleChoice

What is the correct order of data import to load Products and Product bundles in CPQ?

Options:

- A) Product Rules, Error Conditions, Configuration Rules, Product Action
- B) Product Features, Product, Product Options, Option Constraints
- C) Product, Product Features, Product Options, Option Constraints, Configuration Attributes
- D) Product Option, Product Feature, Product, Option Constraints, Configuration Attributes

Answer:

D

Question 3

Question Type: MultipleChoice

Universal Containers has developed a new subscription Product that will replace another subscription Product.

The admin needs to ensure:

- * Only the new Product can be added to new Quotes.
- * Contracts with the old Product can be amended.
- * Renewals will be created with the replacement Product.

Which two actions should the admin take to meet the requirements?

Choose 2 answers

Options:

- A)** Uncheck the Active field on all Price Book entries for the old Product.
- B)** Set the Renewal Product field on the old Product to lookup to the new Product.
- C)** Update the SBQQ__Product__c field on the Subscriptions that need to be renewed.
- D)** Make the Product unavailable by unchecking the Active field on the old Product.

Answer:

B, C

Question 4

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- C)** Update the SBQQ__Product__c field on the Subscriptions that need to be renewed.
- D)** Make the Product unavailable by unchecking the Active field on the old Product.

Answer:

B, C

Question 5

Question Type: MultipleChoice

Cloud Kicks creates detailed quotes for its customers which show the list of all items to be sent to each shipping location. A number of customers have requested a summary overview to be appended that shows the total quantity of each product added to the Quote, regardless of shipping location.

What should the admin do to meet the requirement?

Options:

- A)** Construct a series of roll-up summary fields on the Quote that store the sum of the quantities for each product and subsequently render these fields on the output document.
- B)** Set the Roll-Up Field to the Product Name in the Quote Template Section and select Roll Up in the Quantity Line Item Column.
- C)** Change the Group Field to Product Name on the Template Section and set the Summary Function to SUM on the Quantity Line Item Column.
- D)** Construct a Summary Variable that calculates the total quantity for each product and render this on the output document in a new

section.

Answer:

B

Question 6

Question Type: MultipleChoice

An existing bundle contains a feature called 'Warranty' that includes the following Products-

- * 3-year Bronze Warranty
- * 3-year Silver Warranty
- * 3-year Gold Warranty
- * 2-year Bronze Warranty Extension
- * 2-year Silver Warranty Extension
- * 2-year Gold Warranty Extension

The admin wants to minimize clicks, ensure that only one level of Warranty is selected, and ensure that any Warranty Extension can only be selected with the same base level of Warranty.

Which functionality should the admin use to meet the requirements?

Options:

- A) Product Rules and Summary Variables
- B) Add Option Selection Method on the Feature
- C) Dynamic Option Filter Field Set
- D) Feature Min/Max and Option Constraints

Answer:

B

Question 7

Question Type: MultipleChoice

Universal Containers (UC) serves different Quote Line fields to users based on whether a Quote represents business, an amendment, or a renewal. Users have complained about numerous renewal-related Quote fields that show up in the Quote Line Editor irrespective of the Quote's Type.

In addition to creating custom Quote field sets for each Type, how should the UC admin meet this requirement?

Options:

- A) Create a Quote Line formula field called EditLinesFieldSetName that returns the name of the applicable field set.
- B) Create a Quote formula field called HeaderFieldSetName that returns the name of the applicable field set.
- C) Use a Price Rule to populate the Quote field called HeaderFieldSetName with the name of the applicable field set.
- D) Use a Price Rule to populate the Quote field called EditLinesFieldSetName with the name of the applicable field set.

Answer:

A

Question 8

Question Type: MultipleChoice

Northern Trail Outfitters (NTO) has recently expanded abroad, and has implemented multi-language document generation to send quotes in multiple languages. An end-user has reported that although most of the document has been translated, the Product Family, which is shown for every Quote Line in the Line Items section, is always shown in English.

What should the NTO admin do to correctly implement the translation for the Product Family picklist field?

Options:

- A) Use the CPQ Localization object and create a Localization value for Product Family.
- B) Use the Translation Workbench to translate the label of each picklist value in the required languages.
- C) Create a series of formula fields on the Product object, rendering the correct Product Family for every language.
- D) Refer to a Custom Metadata Type in the Output Document, which holds the translated values for each language of the picklist.

Answer:

B

Question 9

Question Type: MultipleChoice

Northern Trail Outfitters (NTO) uses CPQ to streamline its quoting process. NTO has implemented a customer reward system that offers specialty products to highly valued customers. The previous admin created a checkbox field called is_Deluxe__c and added the field into the Search Filter field set.

Sales reps are complaining that they can see every product except Deluxe when filtering. Instead, sales reps want to see all products, regardless of whether they are Deluxe, while keeping the ability to filter based on the is_Deluxe__c field.

Which two changes should the consultant implement to meet the requirement?

Choose 2 answers

Options:

- A) Ensure products have a value for the is Deluxe c field and the default Is set to '-None-'.
- B) Create a filter Product Rule that uses the is Deluxe c field.
- C) Change the is Deluxe__c field to a picklist with the values 'True' and 'False'.
- D) Remove the is Deluxe__c field from the Product's Search Filter field set.

Answer:

A, B

Question 10

Question Type: MultipleChoice

A series of Quote Terms QT-0001 through QT-0005 should appear before a Line Items table. Quote Terms QT-0006 through QT-0007 should appear after the Line Items table.

What is the most efficient way to Implement this Quote Template?

Options:

- A)** Create a Line Items table in rich-text format as a Quote Term record, representing each field in the table as a bulleted list under a separate header that represents the columns.
- B)** Create two Quote Terms and add a Line Items table in a single HTML type Template Content Record and connect the Quote Terms with the Template Content represented as HTML tables.
- C)** Create a Line Items table and two Quote Term type Template Content records to associate, and then set the order for each Quote Term with each Template Content record.
- D)** Create the Line Items table and Quote Terms as a required Additional Document related to the Quote Template, and then set the order for each document and mark as Required'.

Answer:

C

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