



**Free Questions for CPQ-Specialist by go4braindumps**

**Shared by Mcdaniel on 07-06-2022**

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# Question 1

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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 Approval ensure that another manager will receive Approval requests during the period in which the original manager 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 subtitle Approver, then add the rule to the existing Approval chain as the first step.
- C)** 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.
- D)** On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.

### Answer:

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D

## Question 2

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**Question Type:** MultipleChoice

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How should an Admin enable renewal uplift on an Account?

**Options:**

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- A) Update the Markup (%) field on the Renewal Quote.
- B) Change the Renewal Pricing Method to Same on the Account.
- C) Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- D) Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.

**Answer:**

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D

## Question 3

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**Question Type: MultipleChoice**

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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?

**Options:**

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- A) USD 116.67
- B) USD 118.31
- C) USD 125.00
- D) USD 100.00

**Answer:**

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A

## Question 4

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**Question Type: MultipleChoice**

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What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step? Choose 2 answers

### Options:

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- A) All group members must approve.
- B) Any group member may approve.
- C) Approval must be obtained from one group member at a time.
- D) Smart Approvals can exclude group members below the approval threshold.

### Answer:

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A, B

## Question 5

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**Question Type: MultipleChoice**

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What is the correct order of data import to load Price Rules into CPQ?

**Options:**

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- A) Costs, Price Books, Price Rules, Discount Categories, Discount Schedules
- B) Price Books, Price Rules, Price Dimensions, Discount Tiers, Price Actions
- C) Price Books, Price Rules, Lookup Queries, Price Conditions, Price Actions
- D) Summary Variables, Price Rules, Price Conditions, Lookup Queries, Price Actions

**Answer:**

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A

## Question 6

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**Question Type: MultipleChoice**

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Bundle G contains various add-only options for the purpose of cross sales, Universal Containers (UC) wants to ensure that sales reps have the flexibility to increase the quality of add-on option without reconfiguring the bundle.

Which two configuration should UC See to allow for the fallibility?

### Options:

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- A) Set the Product Type to Accessory.
- B) Set the Product Option to Quantity Editable = TRUE.
- C) Set the Product to quality Editable = TRUE
- D) Set the product Option Type to Related Product.

### Answer:

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A, B

## Question 7

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### Question Type: MultipleChoice

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Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options in the same level.

How should the Admin set this up?

### Options:

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- A) Set the Percent of Total Scope field on the Product Option record to a value of Components.
- B) Set the Percent of Total Scope field on the Product Option record to a value of Package.
- C) Set the Percent of Total Category field on each Product in the bundle to the same value.
- D) Set the Percent of Total Scope field on the Product Option record to a value of Group.

### Answer:

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A

## Question 8

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### Question Type: MultipleChoice

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Universal containers has a bundle with two Product Features: Standard Treatments feature with Option Selection Method set to Dynamic, and a Custom Treatment feature. The Standard Treatments feature filter for products that are tagged Standard. If a user selects any option from Custom Treatments, selecting options from Standard Treatment is prohibited.

Which two steps can the Admin take to resolve the issue?



**Options:**

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- A) Create a selection Product Rule that removes all Standard Treatment options when custom treatment options are selected.
- B) Create a filter product Rule that excludes all products on the standard treatment feature when Custom Treatment options are selected.
- C) Create an exclusion Option Constraint rule that disables Standard Treatment option when constrained by Custom Treatment options.
- D) Create a selection Product Rule that hides all Standard treatment options when custom Treatment options are selected.

**Answer:**

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D

## Question 9

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**Question Type: MultipleChoice**

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Admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are not to correctly map between Quote Lines and Product Options.

Which setup 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, Attribute, Apply to product Options is False.
- C) On the Configuration Attribute, Auto-Select is False.
- D) On the bundled parent, Apply to product option is False

**Answer:**

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D

## Question 10

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**Question Type:** MultipleChoice

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A User tries to add a specific product to the quote and has typed the full Product Name into the Product Name search filter and clicks apply, but does not see the product in the search results. What is the reason why this product is not displayed?

**Options:**

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- A) A hidden search filter was set
- B) A product rule is firing

C) A quote process is active.

D) "Sort Products in Memory" is enabled.

**Answer:**

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A

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