



Free Questions for CPQ-Specialist by dumpshq

Shared by Spears on 15-04-2024

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Question 1

Question Type: MultipleChoice

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

Options:

- A- Leverage Salesforce automation to select the Order by Quote Line Group filed on the Quote.
- B- Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- C- Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.
- D- Leverage Salesforce automation to set the Ordered By filed on the Quote to a picklist value that represents a custom Quote Line field.

Answer:

A

Question 2

Question Type: MultipleChoice

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

Options:

- A-** Set up a Lookup Price Rule referencing a custom object.
- B-** Create a Feature level Configuration Attribute.
- C-** Set the Configuration Attribute with Apply to Product Options to True.
- D-** Create a bundle level Configuration Attribute.

Answer:

C, D

Question 3

Question Type: MultipleChoice

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

Options:

- A-** Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- B-** Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- C-** Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- D-** Set the Product Family picklist on the Standard Warranty product's Product record to Services.

Answer:

B

Question 4

Question Type: MultipleChoice

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

Options:

- A- The fields that trigger a calculation event to occur.
- B- The fields that appear in the Quote Line Drawer.
- C- The Quote Line fields that are visible.
- D- The Quote fields that may be edited.

Answer:

C

Question 5

Question Type: MultipleChoice

An admin is setting up multiple Option Constraints. When configuration the bundle, a user should be unable to select Product B unless the user has also selected Product A.

The screenshot shows a web interface for configuring an option constraint. The main heading is "New Option Constraint". Below it, there's a sub-heading "Option Constraint Edit" and three buttons: "Save", "Save & New", and "Cancel". The form is divided into an "Information" section. It contains the following fields:

- Constraint Name:** Product A requires Product B
- Constrained Option:** PO-000290
- Constraining Option:** PO-000291
- Check Prior Purchases:**

On the right side, there are additional fields: "Authn", "Configured By", "Type", and "Option Constraint Group".

What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

Options:

A- Option Constrain Group should be populated.

- B-** Check Prior purchases should be set to False.
- C-** type should be dependency.
- D-** The Active checkbox should be set to True.

Answer:

C, D

Question 6

Question Type: MultipleChoice

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

Options:

- A-** API name of the field in the Tested field.
- B-** Salesforce ID of the Error Condition record.

C- Value of the Index field.

D- Value of the Condition # field.

Answer:

C

Question 7

Question Type: MultipleChoice

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions. Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

Options:

A- Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

- B-** Create a single Price Book with all Products. Share the Price Book with all users.
- C-** Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- D-** Use Product rules to hide Products from some sales reps.

Answer:

C, D

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