



QUESTION & ANSWER

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Exam : **Certified CPQ Specialist**

Title : Salesforce Certified CPQ
Specialist

Version : DEMO

1. 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?

- 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: D

2. Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- B. Renewal Quote Line values are automatically mapped from original Quote Lines.
- C. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.
- D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Answer: D

3. Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A. One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A".
One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10.
One Price Action to inject the value 50 into Unit Price field.
- B. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.
One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.
- C. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.
- D. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected

One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10

One Price Action to inject the value 50 into the Unit Price field.

Answer: A

4. Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- A. Add a partner to the Partner on the Quote record.
- B. Create a Contracted Price record related to an Account record.
- C. Populate the Generate Contracted Price field on a Quote record.
- D. Generate a Contracted Price via the Contracted checkbox on the Quote record

Answer: B,D

5. 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 appear on one contract.

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

- 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