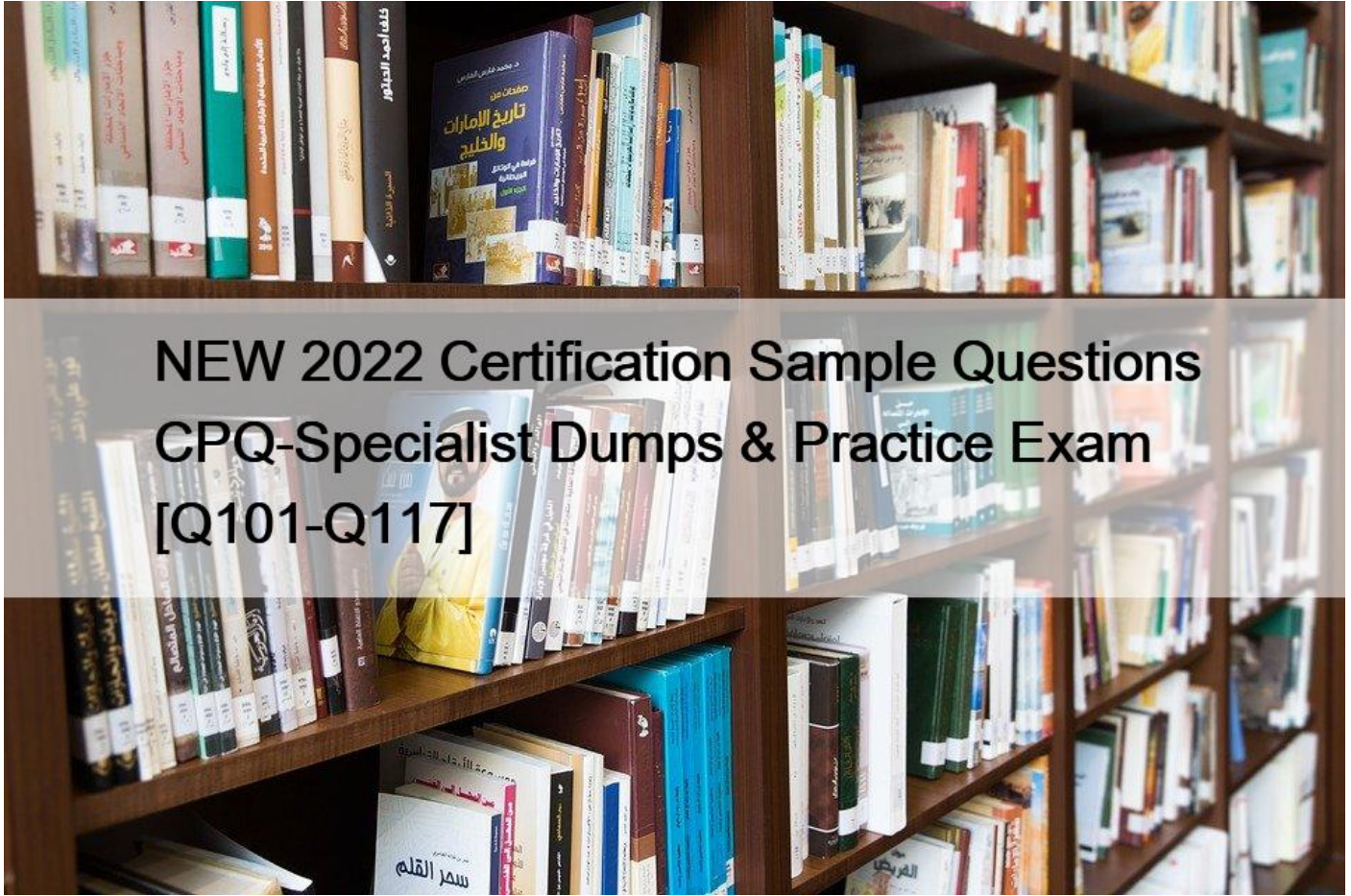


## NEW 2022 Certification Sample Questions CPQ-Specialist Dumps & Practice Exam [Q101-Q117]



NEW 2022 Certification Sample Questions CPQ-Specialist Dumps & Practice Exam  
CPQ-Specialist Deluxe Study Guide with Online Test Engine

Understanding functional and technical aspects of Salesforce Certified CPQ Specialist

The following will be asked from you in the **SALESFORCE CPQ-SPECIALIST exam dumps**:

- Given a scenario, set up a quote template to meet business requirements **Q101**. Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes.

Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- \* Option Constraints
- \* Product Options
- \* Product Features
- \* Configuration Attributes

**Q102.** Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- \* Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- \* Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- \* Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- \* Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

**Q103.** Given a customer's tiered pricing model, an Admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the Admin configure the Discount Schedule to meet this requirement?

- \* Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- \* Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- \* Set the Discount Unit to Amount, create a custom Override\_Amount\_c field on the Edit Tiers page, select the Users Defined checkbox, and then choose All from the Override Behavior picklist.
- \* Set the Discount Unit to Percent, set the Aggregation Scope to Quote, Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

**Q104.** How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- \* Set the Configuration Type to Disabled.
- \* Set the Configuration Type to Allowed and Configuration Event to Always.
- \* Set the Configuration Type to Allowed and Configuration Event to Add.
- \* Set the Active checkbox on Reconfigure Line Custom Action to False.

**Q105.** The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows: Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- \* For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True
- \* For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False
- \* For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- \* For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.

**Q106.** 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?

- \* On the child options. Apply Immediately is False and Apply Immediately Context is Always.
- \* On the Configuration Attribute. Auto-Select is False.
- \* On the Configuration Attribute. Apply to Product Options is False.
- \* On the bundled parent. Apply to Product Options is False.

**Q107.** 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?

- \* Set the Product Type to Accessory.
- \* Set the Product Option to Quantity Editable = TRUE.
- \* Set the Product to quality Editable = TRUE
- \* Set the product Option Type to Related Product.

**Q108.** UC has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with:

: A List Price of, mIncluded.nM

: A Net Price of SO, since it is included with the bundle's price.

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

- \* Select the Required checkbox on the Product Options.
- \* Select the Selected checkbox on the Product Options.
- \* Set the Unit Price on the Product Options to be \$0.
- \* Select the Bundled checkbox on the Product Options.

**Q109.** Universal Containers sells a monthly subscription service with tiered pricing:

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which approach will allow the Quote Line's List Price to reflect these tiers?

- \* Set the Product's Pricing Method = List and Create Block Prices.
- \* Set the Product's Pricing Method = Block and Create Block Prices
- \* Create a Discount Schedule with Type = Range and Discount Unit = Price.
- \* Create a Discount Schedule with Type = Slab and Discount Unit = Amount.

**Q110.** Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

\*List price: \$100

\*Quantity: 5

Discount Schedule field values:

\*Type: Slab

\*Discount Unit: Percent

Discount Tiers:

Tier name	Lower bound	Upper bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6	blank	20%

- \* \$480.00
- \* \$450.00
- \* \$500.00
- \* \$470.00

**Q111.** Which of the following is not a part of a Product Bundle?

- \* Options
- \* Products
- \* Feature Constraints
- \* Features

**Q112.** Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

- \* Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.
- \* Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.
- \* Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.
- \* Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ\_\_ProductCode\_\_c.

**Q113.** In what way does Smart Approvals expedite the approval process?

- \* Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- \* Quotes within defined thresholds will be automatically approved.
- \* Quotes with multiple steps in the approval chain go directly to the highest approver required.
- \* Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

**Q114.** Universal Containers wants to show a custom text field with the API name Addition\_Text\_c on the Quote Document. This field already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- \* `{!SBQQ_Quote_r.Additional_Text_c}`
- \* `{!quote_r.Additional_Text_c}`
- \* `{!SBQQ_Quote_cAdditional_Text_C}`
- \* `{!quote.Additional_Text_c}`

**Q115.** Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- \* Set the maintenance product Include in Percent of Total to True. On all storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- \* Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.
- \* Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- \* subscription products, set the Percent Of Total Category to Storage.
- \* Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.

**Q116.** A bundle has a Product Option with the Quantity Editable field set to FALSE However, the user can still change the quantity during configuration and save the new value to the Quote Line Editor.

Which property of the Product Option allows for this scenario?

- \* Required = FALSE
- \* Min Quantity = 1
- \* Quantity = NULL
- \* Type = Related Product

**Q117.** The sales reps at Universal Containers want the Quote Line Editor to always display the column headers and the Quote Total on the desktop user interface, regardless of how many Quote Lines are present.

How can an admin meet the requirement?

- \* Enable Large Quote Experience to freeze the Total and column headers.
- \* Enable Compact Mode so all of the Quote Lines fit on the screen at once.
- \* Enable Large configurations to freeze the Total and Column Headers.
- \* Enable the Group Line items checkbox on the Quote to be checked by default.

## Understanding functional and technical aspects of Salesforce Certified CPQ Specialist

The following will be asked from you in the **SALESFORCE CPQ-SPECIALIST exam dumps**:

- Given a scenario, determine expected pricing outcomes- Given a scenario, identify the appropriate pricing strategy (discount schedules, block pricing, contracted prices, subscription pricing, percent-of-total, usage-based pricing)

## Understanding functional and technical aspects of Salesforce Certified CPQ Specialist

The following will be asked from you in the **SALESFORCE CPQ-SPECIALIST exam dumps**:

- Demonstrate how product catalog setup impacts overall CPQ data flow- Demonstrate how to set up products, pricebooks, and pricebook entries

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