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Salesforce Certified CPQ Specialist Sample Questions (Q67-Q72):

NEW QUESTION # 67

How should an Admin enable renewal uplift on an Account?

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

Answer: C

NEW QUESTION # 68

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

- A. Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total: True, Subscription Term: 12
- B. Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1
- C. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12
- D. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: False, Subscription Term: 1

Answer: A

NEW QUESTION # 69

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.

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

Choose 2 answers

- A. Option Constraint Group should be populated.
- B. The Active checkbox should be set to True.
- C. Type should be dependency.
- D. Check Prior purchases should be set to False.

Answer: B,C

Explanation:

Requirement Overview:

* Prevent the user from selecting Product B unless Product A is also selected in the bundle.

Key Configurations:

* Type = Dependency: Ensures that one Product is dependent on the selection of another.

* Active = True: Activates the Option Constraint for use in the configurator.

Steps to Configure:

* Navigate to the Option Constraint record.

* Set the Type to Dependency.

* Mark the Active checkbox as True.

* Define Constrained Option (Product B) and Constraining Option (Product A).

Validation:

* Add the bundle to a Quote and confirm that selecting Product B is only possible when Product A is also selected.

NEW QUESTION # 70

Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. * List Unit Price: \$150
* Regular Unit Price: \$150
* Customer Unit Price: \$140
* Net Unit Price: \$140
- B. * List Unit Price: \$150
* Regular Unit Price: \$150
* Customer Unit Price: \$100
* Net Unit Price: \$90

- C. * List Unit Price: \$100
 - * Regular Unit Price: \$100
 - * Customer Unit Price: \$90
 - * Net Unit Price: \$90
- D. * List Unit Price: \$150
 - * Regular Unit Price: \$100
 - * Customer Unit Price: \$90
 - * Net Unit Price: \$90

Answer: D

NEW QUESTION # 71

An Admin wants to set up a product so a user can see all available options and selected options by scrolling in a single page. Which updates should the Admin make to meet this requirement

- A. Update option layout on the parent Product record to Sections.
- B. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- C. Create feature to the parent product and assign all Option to one of the created features.
- D. Update Option Layout on the parent Product record to Wizard.

Answer: A

Explanation:

Requirement:

* Users must view and select product options by scrolling on a single page.

Solution Details:

* Setting the Option Layout to Sections groups options into expandable/collapsible sections.

* This creates a scrollable view without navigating multiple pages.

Steps to Update:

* Go to the parent Product Record.

* Update the Option Layout field to Sections.

Validation: Test the configuration in the Quote Line Editor. Options should now appear grouped by sections.

NEW QUESTION # 72

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