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Salesforce Certified CPQ Specialist Sample Questions (Q137-Q142):

NEW QUESTION # 137

A user created a Quote containing two Products. The Subscription Pricing field on Product A is blank. Product B has Subscription Pricing set to Percent of Total and both Products share the same Percent of Total Category.

When the Contract is renewed, both Products are shown in the renewal Quote, but Product A has a Net Total of zero.

Why does Product A have a Net Total of zero?

- A. Include Net-New Products in Maintenance must be flagged in CPQ Package settings,
- B. The Asset Conversion behavior on the Product must be set to Allow Renewals.
- C. **Renewal Model was set to Asset Based at the Account Level.**
- D. Product A is an Asset that the customer already owns.

Answer: C

NEW QUESTION # 138

A Quote Template has Template Sections related to these types of Template Content:

- * Template Top
- * Line Items
- * HTML
- * Quote Terms

The Admin has associated these Template Content records to four Template Sections.

Which three statements are valid about these types of Template Content? (Choose three.)

- A. Line Items are either displayed as Standard or with Price Dimensions.
- B. **Template Top is the only section that can show Billing/Shipping info.**
- C. **Template Top and HTML are fully code-customizable.**
- D. **Quote Terms can be dynamic if Term Conditions are defined.**
- E. Line Items can be coded into an HTML section.

Answer: B,C,D

NEW QUESTION # 139

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract. The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of the three quote lines and subscriptions for the below transactions:

- * The original sale
- * The first amendment
- * The second amendment

- A. Quote Line: 100, 80, 120, Subscription: 100, 80, 120
- B. **Quote Line: 100, 80, 120, Subscription: 100, -20, 40**
- C. Quote Line: 100, -20, 40, Subscription: 100, 80, 120
- D. Quote Line: 100, -20, 40, Subscription: 100, -20, 40

Answer: B

Explanation:

In Salesforce CPQ, amendments adjust subscription quantities incrementally. The original sale (Quote Line and Subscription) is 100. The first amendment reduces to 80, a decrease of 20, so the Quote Line is 80 (absolute), and the Subscription delta is -20 (reflecting the change). The second amendment increases to 120, an increase of 40 from 80, so the Quote Line is 120, and the Subscription delta is 40. Subscription quantities in amendments show the net change (-20, 40) rather than absolute values (80, 120), aligning with CPQ's amendment mechanics. Option B correctly reflects this: Quote Lines (100, 80, 120) show user-facing totals, while Subscriptions (100, -20, 40) show deltas. Salesforce CPQ documentation explains this behavior in amendment scenarios. References: Salesforce CPQ Documentation - "Amending Contracts" and "Subscription Quantity Handling".

NEW QUESTION # 140

An admin has set the Group Field on one of the Quote Templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

- A. There are Quote Line Groups related to Quote A.

- Answer: B,D**

Using Bundles allows you to have multiple price books on an opportunity.

- A. True
- B. False

NEW QUESTION # 142

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