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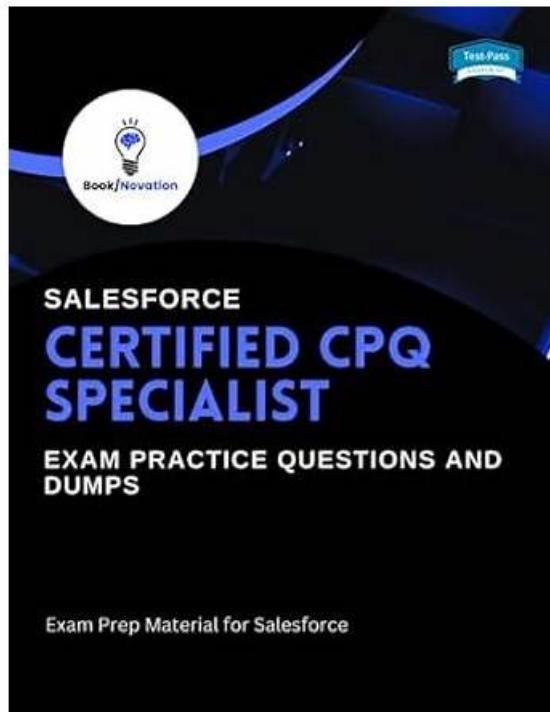
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Salesforce Certified CPQ Specialist Sample Questions (Q77-Q82):

NEW QUESTION # 77
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 3 answers

- 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. Line Items can be coded into an HTML section.
- E. Quote Terms can be dynamic if Term Condition are defined.

Answer: B,C,E

NEW QUESTION # 78
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 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.
- B. 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.
- C. 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.
- D. 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.

Answer: D

NEW QUESTION # 79
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?

- A. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False
- B. For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.
- C. For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- D. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True

Answer: B,D

NEW QUESTION # 80

What are the three major features that SBAA offers over standard salesforce approvals? (Choose 3)

- A. Dynamic Approvals
- B. Hierarchical Approvals
- C. Email Approvals
- D. Parallel Approvals
- E. Group Approvers
- F. Smart Approvals

Answer: A,D,F

NEW QUESTION # 81

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, 9nd aero emor messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 srewers

- A. Q Validation Rules on the Opportunity Product silently fail.
  D, Only Products with a price greater than zero sync to the Opportunity,
- B. Only Products with an EFfectrve Quantity greater than or less than zero syfK to the Opportunity-
- C. Exclude ffor Opportunity is checked on die Product record.
- D. Some Products we missing Rice Book Entries.

Answer: A,B,C

Explanation:
Issue Analysis:
* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.
Reasons for Failure:
* B: Products with an Effective Quantity of zero are excluded from syncing.
* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.
* D: Products with a price of zero do not sync by default.
Why Other Options Are Incorrect:
* A: Missing Price Book Entries prevent quoting entirely, not syncing issues.
* E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.
Salesforce CPQ Reference:
* CPQ guidelines for syncing Quote Lines to Opportunity Products .

NEW QUESTION # 82

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