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### Salesforce Certified CPQ Specialist Sample Questions (Q76-Q81):

#### NEW QUESTION # 76

Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based tiered pricing for Product A on all future quotes.

How can this agreement be configured to set the Regular Price for this customer?

- A. Create a Discount Schedule and add it to the Discount Scheduled field on Product A.
- B. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.
- C. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- D. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.

**Answer: D**

### NEW QUESTION # 77

What does ApprovalsArchived\_\_c need to return to properly archive approval records?

- A. True
- B. False
- C. 0
- D. 1

**Answer: D**

### NEW QUESTION # 78

Universal Containers (UC) sells the same Extended Warranty product to customers in three different industry segments: Commercial, Enterprise, and Education. The list price depends on the customer segment. Product pricing can change frequently within each segment.

How should the admin set up the Product and Price Book to apply the correct pricing, and the pricing team can easily update pricing?

- A. Three Product records with three Price Books should be set up for each industry segment.
- B. One Product record should be set up with a Price Dimension representing each industry segment.
- C. Three Product records should be set up with multiple price book entries on a single Price Book.
- D. One Product record should be set up with three Price Books, one for each industry segment.

**Answer: B**

### NEW QUESTION # 79

Universal Containers wants to allow customers to return and receive credit for asset Products.

How should the admin meet the requirement?

- A. Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.
- B. Edit the Quantity field on the Asset record to reflect the updated Quantity.
- C. Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.
- D. Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.

**Answer: C**

### NEW QUESTION # 80

"Universal Containers has a bundle configured and wants to add user selectable products to the configuration that will affect the bundle price. How should the CPQ Admin configure the bundle?

Choose one answer

- A. Add a Price Rule.
- B. As a Product Option.
- C. Add a Product Rule."
- D. As a Product Feature.

**Answer: B**

### NEW QUESTION # 81

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