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Salesforce Certified CPQ Administrator Sample Questions (Q16-Q21):

NEW QUESTION # 16
Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.
What should the admin set up to satisfy this requirement?

- A. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- B. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- C. A value of 10 should be added to the Max Options field on the feature record.
- D. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.

Answer: C

Explanation:
Requirement Overview:
* Limit users from selecting more than 10 product options within a specific Product Feature.
Key Mechanism:
* The Max Options field on the Feature record limits the maximum number of product options that can be selected for that feature.
Steps to Configure:
* Navigate to the Feature Record associated with the Product Bundle.
* Set the Max Options field to 10.
* Save and test by adding the Product Bundle to a Quote.
Validation:
* When a user attempts to select more than 10 product options within the feature, Salesforce CPQ will prevent further selections and display an appropriate message.

NEW QUESTION # 17
Universal Containers wants to allow customers to return and receive credit for asset Products.
How should the admm meat the requirement?

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

Answer: B

Explanation:
Requirement:
* Allow customers to return asset Products and receive credit.
Solution:
* Setting the Asset Amendment Behavior to Allow Refund enables the product to be reduced in quantity on an Amendment Quote.
* Reducing the Quantity on the Amendment Quote triggers a refund process in CPQ.
Why Other Options Are Incorrect:
* A: Negative quantities are not a supported standard in Amendment Quotes.
* C & D: Asset records should not be manually edited as changes must flow through Quotes and Orders.
Salesforce CPQ Reference:
* Refund handling and Asset Amendment Behavior are described in Amendment and Renewal Processes .

NEW QUESTION # 18

The admin at Universal Containers receives a report from a user that checking the Contracted box on an Opportunity with a single Product fails to result in a Contract.
What are two possible reasons a Contract is unable to be created?
Choose 2 answers

- A. The Opportunity must have a Primary Quote associated to it.
- B. The Subscription Pricing field on the Product is One-time
- C. The Subscription Conversion Behavior field on the Product is set to None.
- D. The Subscription Pricing field on the Prodduct is blank.

Answer: A,C

Explanation:
Issue:
* Contract creation fails when the Contracted checkbox is checked on an Opportunity.
Possible Causes:
* A: If the Subscription Conversion Behavior is set to None, the product is not converted into a Subscription, preventing the Contract from being created.
* B: The Opportunity requires a Primary Quote to generate a Contract, as the Contract details are derived from the Quote.
Why Other Options Are Incorrect:
* C: If the Subscription Pricing field is blank, the product is treated as non-subscription but does not prevent Contract creation.
* D: Products with Subscription Pricing = One-time are not converted to Subscriptions, but they do not block Contract creation.
Salesforce CPQ Reference:
* Contract creation requirements and behaviors are documented under CPQ Subscription Management Guidelines .

NEW QUESTION # 19
The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle.
Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.
- B. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- C. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- D. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" filed.

Answer: D

Explanation:
Requirement:
* Maintenance and Support products must display in separate sections during configuration.
* Support products should appear above Maintenance products.
Solution:
* Product Features are used to organize Product Options into sections.
* The Number field on Product Features determines the order in which the sections appear.
* Support should have a lower Number value to appear above Maintenance.
Salesforce CPQ Reference:
* The Product Features Configuration Guidelines explain how to use features and their ordering mechanisms .

NEW QUESTION # 20
An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the t Rule to fire within this specific bundle.
What is a valid setup for the Configuration Rule?

- A. The Configuration Rule must be associated with the Product Feature used within the bundle.
- B. The configuration Rule must be associates with the Parent Product in the bundle.

- C. The Configuration Rule must be associated with Product records used in Product Actions.
- D. The Configuration Rule must be associated with the Product Option records used in Product Actions.

Answer: B

Explanation:
Requirement:
* Ensure a Product Rule fires only within a specific bundle.
Solution:
* Associating the Configuration Rule with the Parent Product ensures that the rule executes only during configuration of the specified bundle.
Why Other Options Are Incorrect:
* A, B, C: Associating the rule with Product records, Features, or Options does not scope the rule specifically to the parent bundle.
Salesforce CPQ Reference:
* Configuration Rules and their association with Parent Products are documented in CPQ Configuration Rule Guidelines .

NEW QUESTION # 21
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