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## Salesforce Certified CPQ Administrator Sample Questions (Q172-Q177):

NEW QUESTION # 172

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activates the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

- A. The renewal Quote start date will be the Contract end date plus one day.
- **B. Additional discounts from the original Quote will automatically populate on the renewal.**
- C. All Quote Line items will be pulled through from the original Quote.
- D. Optional products from the original Quote will pull into the renewal.

**Answer: B**

Explanation:

\* Scenario:

\* Renewal Pricing Method is set to List, and the Quote contains standalone fixed-price subscription and non-subscription products.

\* Behavior:

\* Discounts from the original Quote are carried forward to the renewal Quote automatically as part of the renewal process, ensuring consistency in pricing.

\* Salesforce CPQ Reference:

\* Renewal Quote generation processes consider discounting rules as part of the Renewal Pricing Method .

### NEW QUESTION # 173

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- **A. Visualize Product Hierarchy**
- B. Preserve Bundle Structure
- C. Enable Product Option Drawer
- D. Keep Bundle Together

**Answer: A**

Explanation:

Requirement:

\* Sales reps need to identify Product Options linked to Quote Lines in the Quote Line Editor.

Solution:

\* Enabling Visualize Product Hierarchy organizes Quote Lines based on their position within the bundle, displaying the parent-child relationship.

Why Other Options Are Incorrect:

\* A: The Product Option Drawer enables detail viewing but does not organize Quote Lines.

\* B: Preserve Bundle Structure applies to output documents, not the Line Editor.

\* D: Keep Bundle Together affects grouping but not hierarchy visualization.

Salesforce CPQ Reference:

\* Hierarchy settings are covered in the Quote Line Editor Configuration documentation .

### NEW QUESTION # 174

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

- A. A Product Rule is preventing the Additional Discount from being edited.
- B. The Non Discountable field is marked True on the Product record for the Quote Line.
- C. The org is using legacy amendment and renewal service.
- **D. Additional Discount is a locked field on amendment Quotes.**

**Answer: D**

Explanation:

Scenario Overview:

\* The Additional Discount field cannot be edited during amendments by design in Salesforce CPQ.

Explanation:

\* Salesforce CPQ locks certain fields on amendment Quotes to preserve the original pricing structure and prevent inconsistencies.

Validation:

\* This behavior is standard and cannot be overridden without customizations.

<https://help.salesforce.com/s/articleView?id=000382118&type=1>

### NEW QUESTION # 175

The Require Approved Quote package-level setting prevents CPQ from generating records for which object?

- A. Order
- B. Quote Document
- C. Contract
- D. Contracted Price

**Answer: A**

Explanation:

Requirement Overview:

\* The Require Approved Quote setting prevents certain records from being created without an approved Quote.

Solution Details:

\* When this setting is enabled, Salesforce CPQ blocks the creation of Order records unless the associated Quote has been approved.

Validation:

\* Test by attempting to create an Order from an unapproved Quote and confirming that the system blocks the action.

### NEW QUESTION # 176

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- A. Add the Cost to the Product's Price Book Entry Cost field.

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