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## Salesforce Certified CPQ Administrator Sample Questions (Q112-Q117):

### NEW QUESTION # 112

An admin is setting up multiple Option Constraints. When configuration the bundle. a user should be unable to select Product B unless the user has also selected Product A.

What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

- A. Check Prior purchases should be set to False.
- B. Option Constraint Group should be populated.
- C. **type should be dependency.**
- D. The Active checkbox should be set to True.

**Answer: C,D**

Explanation:

Requirement Overview:

\* Prevent the user from selecting Product B unless Product A is also selected in the bundle.

Key Configurations:

\* Type = Dependency: Ensures that one Product is dependent on the selection of another.

\* Active = True: Activates the Option Constraint for use in the configurator.

Steps to Configure:

- \* Navigate to the Option Constraint record.
- \* Set the Type to Dependency.
- \* Mark the Active checkbox as True.
- \* Define Constrained Option (Product B) and Constraining Option (Product A).

Validation:

\* Add the bundle to a Quote and confirm that selecting Product B is only possible when Product A is also selected.

### NEW QUESTION # 113

How should an admin enable renewal uplift on an Account?

- A. **Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.**
- B. Update the Markup (%) field on the Renewal Quote.
- C. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- D. Change the Renewal Pricing Method to Same on the Account.

**Answer: A**

Explanation:

Requirement Overview:

\* Enable Renewal Uplift for the Account to adjust pricing for renewals.

Steps to Configure:

- \* Renewal Pricing Method:
- \* Navigate to the Account record.
- \* Set the Renewal Pricing Method field to Uplift.
- \* Renewal Uplift (%):

\* On the related Contract record, populate the Renewal Uplift (%) field with the desired percentage increase.

Validation:

\* Test the renewal process by generating a Renewal Quote and ensuring the Uplift applies to subscription pricing.

### NEW QUESTION # 114

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- A. The Feature Name field on the Configure Products page
- B. HTML Template Content in the Quote document
- C. Picklist values in the Product Family field on the Product object
- D. Configuration Attribute picklist values

**Answer: A,B**

Explanation:

Issue:

\* Quote Lines on Quote A are grouped incorrectly in the output document.

Possible Causes:

\* C: Quote Line Groups: Existing Quote Line Groups on the Quote override the Group Field setting in the template.

\* D: Group Field in Template Section: The Group Field value in the Line Items template section may cause unexpected grouping.

Why Other Options Are Incorrect:

\* A: The Modified By field has no impact on template grouping.

\* B: Configuration Attributes like location affect product selection, not grouping in Quote templates.

Salesforce CPQ Reference:

\* Grouping behavior is explained in the Quote Templates and Line Item Configuration documentation .

## NEW QUESTION # 115

Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. Update Percent of Total (%) on the hardware products to 10.
- B. Update Percent of Total Category on the hardware products to Hardware.
- C. Update Percent of Total Base on Warranty to Net Price.
- D. Update Percent of Total Target on Warranty to Standard Warranty.

**Answer: C**

Explanation:

Requirement Overview:

\* Warranty pricing should be based on the discounted prices of hardware products.

Solution Details:

\* The Percent of Total Base field determines the pricing basis for Percent of Total Products.

\* To ensure the price reflects discounted values, set the Percent of Total Base to Net Price.

Steps to Configure:

\* Navigate to the Warranty Product record.

\* Update the Percent of Total Base field to Net Price.

\* Save and test the configuration by adding hardware products and the Warranty to a Quote.

Validation:

\* The Warranty price should now calculate as 10% of the discounted prices of hardware products.

## NEW QUESTION # 116

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. \$240, 00
- B. \$120, 00
- C. \$480, 00

## Answer: A

Explanation:

Subscription Product Configuration:

- \* Product B uses the Percent of Total pricing model based on Product A's Net Price.
- \* Product B's Percent of Total Base is set to "Net," and its Percent of Total Target is set to Product A.
- \* Product B's Percent of Total (%) is configured as 10%.

Calculation:

\* Product A Net Total = \$2,400

\* Product B Net Total = 10% of Product A Net Total =  $2,400 \times 0.1 = 240$

1=240.

Salesforce CPQ Reference:

\* Percent of Total pricing logic is described under Percent of Total Products .

## NEW QUESTION # 117

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