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Salesforce Certified CPQ Specialist Sample Questions (Q168-Q173):

NEW QUESTION # 168
Universal Containers wants to change its $500 maintenance product to be based on a percentage of subscription products in the Storage product family.
The maintenance product has been updated to be priced Of Total and the percentage has been set.
How should the product records be altered to meet this requirement?

- A. Set the maintenance product Include in Percent of Total to True. On all storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- B. subscription products, set the Percent Of Total Category to Storage.
- C. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all

Storage subscription products, set the Percent Of Total Category to Storage.
- D. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- E. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.

Answer: E

NEW QUESTION # 169

Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line. Which property must be present on the additional Quote Line to create a Subscribed Asset at the time of Contract generation?

- A. Pricing Method equals Percent of Total
- B. Subscription Pricing equals Percent Of Total
- C. Bundled equals True
- D. Package equals True

Answer: B

Explanation:
Explanation/Reference: https://help.salesforce.com/articleView?id=cpq_percent_of_total.htm&type=5

NEW QUESTION # 170

Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted. What is the likely cause?

- A. A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- B. The Products have a Discount Schedule and Cross Order is not selected.
- C. A Price Rule is firing On Calculate and changing the Effective Quantity.
- D. The Revised Quantity has been set on the Subscription record.

Answer: B

NEW QUESTION # 171

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- B. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence.
  Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.
- C. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- D. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.

Answer: D

Explanation:
Requirement:
* Ensure approval requests are routed to a substitute manager during the original manager's absence.
Solution:
* The Delegated Approver lookup field on the Approver record allows the admin to specify a temporary approver.
* Setting the Delegation End field ensures the delegation automatically ends upon the original manager's return.
Why Other Options Are Incorrect:
* A: Using the Next Approver field for temporary delegation is not the intended functionality.

* B: Creating an Approval Rule with start and end dates is overly complex and unnecessary.
* D: Replacing the original Approver record risks permanent changes and is not recommended for temporary delegation.
Salesforce CPQ Reference:
* Delegated Approval Settings are documented under Advanced Approvals Configuration Guidelines .

NEW QUESTION # 172

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created.
Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.
What should the Admin configure to meet the requirement?

- A. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- B. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- C. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- D. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

Answer: A

NEW QUESTION # 173

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