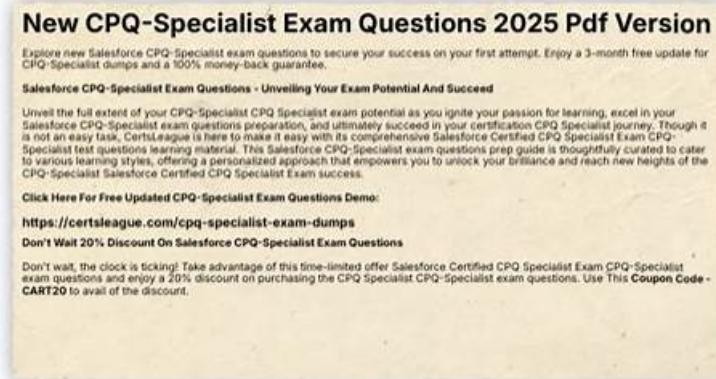


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Salesforce Certified CPQ Specialist Sample Questions (Q140-Q145):

NEW QUESTION # 140

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis. Which Subscription field values should the admin set to meet this requirement?

- A. * Subscription Term 1
 - * Subscription Type: Evergreen
 - * Subscription Pricing: Percent of Total
- B. * Subscription Term 12
 - * Subscription Type: Evergreen
 - * Subscription Pricing: Fixed Price
- C. * Subscription Term 12
 - * Subscription Type: One-Time
 - * Subscription Pricing: Fixed Price
- D. * Subscription Term 1
 - * Subscription Type: One-Time
 - * Subscription Pricing: Percent of Total

Answer: C

NEW QUESTION # 141

Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin field has been created on the Asset record. UC contracts from the Order. When leveraging the twin field functionality to pass this information to the Asset record, on which object should the admin create a twin field?

- A. Opportunity Product
- B. **Quote Line**
- C. Product Option
- D. Order Product

Answer: B

NEW QUESTION # 142

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract. The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of the three quote lines and subscriptions for the below transactions:

* The original sale
* The first amendment
* The second amendment

- A. Quote Line: 100, -20, 40, Subscription: 100, -20, 40
- B. **Quote Line: 100, 80, 120, Subscription: 100, -20, 40**
- C. Quote Line: 100, 80, 120, Subscription: 100, 80, 120
- D. Quote Line: 100, -20, 40, Subscription: 100, 80, 120

Answer: B

Explanation:

In Salesforce CPQ, amendments adjust subscription quantities incrementally. The original sale (Quote Line and Subscription) is 100. The first amendment reduces to 80, a decrease of 20, so the Quote Line is 80 (absolute), and the Subscription delta is -20 (reflecting the change). The second amendment increases to 120, an increase of 40 from 80, so the Quote Line is 120, and the Subscription delta is 40. Subscription quantities in amendments show the net change (-20, 40) rather than absolute values (80, 120), aligning with CPQ's amendment mechanics. Option B correctly reflects this: Quote Lines (100, 80, 120) show user-facing totals, while Subscriptions (100, -20, 40) show deltas. Salesforce CPQ documentation explains this behavior in amendment scenarios. References: Salesforce CPQ Documentation - "Amending Contracts" and "Subscription Quantity Handling".

NEW QUESTION # 143

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A second Order is generated with the remaining Quote Lines.
- An Order without Order Products is created.
- An error is thrown informing the user an order already exists.
- **D. The existing Order is updated with the remaining Quote Lines.**

Answer: D

NEW QUESTION # 144

A Quote Template has Template Sections related to these types of Template Content:

- * Template Top
- * Line Items
- * HTML
- * Quote Terms

The Admin has associated these Template Content records to four Template Sections.

Which three statements are valid about these types of Template Content? Choose 3 answers

- **A. Template Top and HTML are fully code-customizable**
- **B. Quote Terms can be dynamic if Term Condition are defined.**
- **C. Template Top is the only Section that can show Billing/Shipping info.**
- D. Line Items are either displayed as Standard or with Price Dimensions.
- E. Line Items can be coded into an HTML section.

Answer: A,B,C

NEW QUESTION # 145

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