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Salesforce Certified CPQ Administrator Sample Questions (Q24-Q29):

NEW QUESTION # 24
When using Lookup Rules In Salesforce CPQ, which three factors will impact the number of query rows returned?
Choose 3 answers

- A. The total number of lookup queries.
- B. The total number of quote lines on the quote.

- C. The total number of fields on the lookup object.
- D. The total number of lookup objects.
- E. The total number of records on the lookup object.

Answer: A,B,C

Explanation:
Requirement Overview:
* Understand what impacts the number of query rows returned when using Lookup Rules in Salesforce CPQ.
Factors:
* C. Total Number of Quote Lines: Each Quote Line triggers a lookup, increasing the number of query rows.
* D. Total Number of Fields on the Lookup Object: More fields on the object result in larger query rows.
* E. Total Number of Lookup Queries: Multiple lookup queries executed during the Quote Line processing impact the total rows returned.
Steps to Validate:
* Analyze the Lookup Rule configuration and test its behavior with varying Quote Line counts, field sizes, and query numbers.

NEW QUESTION # 25

Universal Containers (UC) sells to partners in multiple regions. Each region has a unique price multiplier that should be applied to the pricebook price of the product.
A custom object has been created to maintain the regional multipliers for each region. Any discounts should be applied after the regional multiplier has been applied. An admin needs to create a Lookup Price Rule.
Which field should the admin configure the price action to update?

- A. The partner price
- B. The list price
- C. The customer price
- D. The special price

Answer: C

Explanation:
Scenario:
* Apply a regional multiplier to the pricebook price and subsequently apply discounts.
Solution:
* The Customer Price field stores the post-regional multiplier price, enabling further discounting.
Why Other Options Are Incorrect:
* A: Special Price is used for manual overrides, not automated calculations.
* B: Partner Price is unrelated to the customer's pricing structure.
* D: List Price remains constant and does not reflect discounts or multipliers.
Salesforce CPQ Reference:
* Price Rules and field updates are detailed in CPQ Pricing Logic Guidelines .

NEW QUESTION # 26

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.
How can the admin configure the Product to meet this requirement?

- A. Select the Hidden checkbox on the Product.
- B. Set the Configuration Type field to Allowed.
- C. Select the Component checkbox on the Product.
- D. Set the Asset Conversion field to One per unit.

Answer: C

Explanation:
Requirement Overview:
* Universal Containers sells a Product exclusively as part of a bundle and does not want it to appear in the Product Selection screen.
Solution:

* The Component checkbox ensures the Product is only available as part of a bundle and is hidden from the general Product Selection screen.
Steps to Configure:
* Navigate to the Product Record for the item.
* Select the Component checkbox.
* Save the changes.
Validation:
* Confirm that the Product is not visible on the Product Selection screen but is available within its assigned bundles.

NEW QUESTION # 27

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, 9nd aero emor messages are displayed.
Which three reasons explain why these Products failed to create Opportunity Products?
Choose 3 srewers

* A. Q Validation Rules on the Opportunity Product silently fail.D, Only Products with a price greater than zero sync to the Opportunity,
* B. Some Products we missing Rice Book Entries.
* C. Only Products with an EFfectrve Quantity greater than or less than zero syfK to the Opportunity-
* D. Exclude ffor Opportunity is checked on die Product record.

Answer: A,C,D

Explanation:
Issue Analysis:
* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.
Reasons for Failure:
* B: Products with an Effective Quantity of zero are excluded from syncing.
* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.
* D: Products with a price of zero do not sync by default.
Why Other Options Are Incorrect:
* A: Missing Price Book Entries prevent quoting entirely, not syncing issues.
* E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.
Salesforce CPQ Reference:
* CPQ guidelines for syncing Quote Lines to Opportunity Products .

NEW QUESTION # 28

Universal Containers is utilizing Lookup Price Rules to pull Daily Rate values from the Rental Rates object.
After activating the Price Rule, the admin notices the Daily Rate value remains blank, but the user is still able to save the quote.
Which aspect of the Price Rule should the admin review to identify the underlying issue?

* A. Confirm the Tested Field(s) referenced In the Lookup Queries of the Price Rule exist on the Lookup object.
* B. Confirm the Conditions of the Price Rule are configured accurately based on expected behavior,
* C. Confirm the Lookup Queries of the Price Rule are configured to pull only a single referenced value from the Lookup object.
* D. Confirm the API Name selected in the SBQQ__LookupObject__c field on the Price Rule record Is Inputted accurately.

Answer: D

Explanation:
Issue Context:
* Lookup Price Rules rely on the SBQQ__LookupObject__c field to reference the target object (e.g., Rental Rates).
* If this API name is inaccurate or incorrectly input, the rule will fail to retrieve the desired value.
Review Steps:
* Go to the Price Rule record.
* Check the SBQQ__LookupObject__c field. Confirm the API Name of the Rental Rates object is accurate.
* Example: Ensure the API name matches exactly (e.g., Rental_Rates__c).
Additional Checks:

* Verify the Lookup Queries. Ensure the filter conditions correctly target a valid record on the referenced object.
Salesforce Documentation Reference:This behavior follows Salesforce CPQ's guidelines on Lookup Price Rules configuration.

NEW QUESTION # 29

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