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## Salesforce Certified CPQ Specialist Sample Questions (Q104-Q109):

### NEW QUESTION # 104

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally,

users must select at least one and no more than two Product Options from the Support Feature. How should the Admin set up these requirements for the users?

- A. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- B. Set Max Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- C. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for Support.
- D. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for Support.

**Answer: A**

#### NEW QUESTION # 105

The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows:

Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- A. For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- B. For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.
- C. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True
- D. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False

**Answer: B,C**

#### NEW QUESTION # 106

Universal Containers (UC) has asked their admin to add a new product selection rule to their flagship bundle.

In their flagship bundle, there is a nested bundle "Warranty" that contains three warranty options: Gold, Platinum, and Diamond. By default, there is no warranty option selected. If a user has not set a warranty option and selects the product option "Premium Container" in the flagship bundle, the Diamond warranty option should automatically be selected in the child bundle.

How should the UC admin set the configuration rule?

- A. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to None.
- B. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to 1.
- C. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to 2,
- D. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to None.

**Answer: A**

Explanation:

Scenario:

\* Automatically select the Diamond Warranty Option in the child bundle if Premium Container is selected in the parent bundle and no warranty is selected.

Solution:

\* Child Bundle Condition Level = 1: Ensures the condition applies at the child bundle level.

\* Child Bundle Action Level = None: Prevents overwriting user-selected options but enables automatic defaulting when none are selected.

Why Other Options Are Incorrect:

\* B & C: Setting inappropriate levels may lead to overwriting user selections or incorrect rule execution.

\* D: Setting both levels to None results in no action or condition enforcement.

Salesforce CPQ Reference:

\* Configuration rules and child bundle handling are outlined in CPQ Bundle Configuration Guidelines

#### NEW QUESTION # 107

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

- A. 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 subtitle Approver, then add the rule to the existing Approval chain as the first

step.

- B. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.
- C. 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.
- D. 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.

**Answer: B**

#### NEW QUESTION # 108

An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with." If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

- A. Sales reps can delete the text to ignore the filter.
- B. Sales reps can replace the text, but are unable to leave the required field blank.
- C. Sales reps can see the filter, but are unable to alter the filter text.
- D. Sales reps can change the operator from "starts with" to "contains."

**Answer: A**

#### NEW QUESTION # 109

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