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Salesforce Certified CPQ Administrator Sample Questions (Q44-Q49):

NEW QUESTION # 44

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products:

Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents. Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create a Line Items section and set SBQQ__ProductFamily_c as the Group field.
- B. Create a Line Items section and set SBQQ__ProductFamily_c as the Roll-Up field.
- C. Create an HTML Template Content record with three tables to represent each Product Family.
- D. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.

Answer: A

Explanation:

Requirement Overview:

* Universal Containers wants to show Quote Line items grouped by Product Family with subtotals for each family in Quote

Documents.

Solution Details:

* Salesforce CPQ allows grouping of Line Items in Quote Templates.

* Setting SBQQ_ProductFamily_c as the Group field organizes the Quote Lines into separate sections for each Product Family.

Configuration Steps:

* Navigate to the Quote Template.

* Create a new Line Items Section.

* In the Grouping field, set SBQQ_ProductFamily_c.

* Save and test the template by generating a Quote Document.

Validation:

* Confirm that the generated document displays separate tables for Hardware, Software, and Professional Services, with subtotals for each group.

NEW QUESTION # 45

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes.

Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Product Options.
- B. Product Features.
- **C. Configuration Attributes.**
- D. Option constraints.

Answer: C

NEW QUESTION # 46

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- **A. The Save or Quick Save buttons are clicked.**
- B. Override values are subject to Discount Schedule updates made by the Admin.
- C. The Quote status has changed to Approved.
- D. The Opportunity status has changed to Proposal/price Quote.

Answer: A

Explanation:

Requirement Overview:

* Sales reps need to know when manual overrides on a Discount Schedule will remain unaffected by Admin updates.

Key Behavior:

* When the Save or Quick Save button is clicked, the manual override is committed, and the Discount Schedule changes made by the Admin will not affect it.

Validation:

* Test the behavior by manually overriding a discount, saving the Quote, and confirming that Admin updates to the Discount Schedule do not impact the saved Quote.

NEW QUESTION # 47

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- **A. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.**
- B. Remove the Subscription flag from the Product's Search Results Field Set.

- C. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
- D. Remove the Subscription flag from the Product's Search Filters Field Set.

Answer: A

Explanation:

Requirement Overview:

- * Restrict sales reps to only selecting subscription Products when using the Add Subscriptions Custom Action.

Solution Details:

- * The Search Filter for the Add Subscriptions action should include only subscription Products.

- * Setting the Filter Value to Hidden ensures that only Products matching the filter criteria are displayed.

Steps to Configure:

- * Navigate to the Search Filter related to the Add Subscriptions action.

- * Set the Filter Value to True.

- * Mark the Hidden checkbox to restrict visibility to subscription Products.

Validation:

- * Test the Custom Action to confirm that only subscription Products are visible.

NEW QUESTION # 48

Subscription Product A has a Subscription Term of 6, a List Price of \$100, and a Ranged Discount Schedule.

A user has added this Product a Quote with a Term of 12.

What is the Regular Price in this scenario?

- A. Regular Price of \$150
- B. Regular Price of \$75
- C. Regular Price of \$200
- D. Regular Price of \$100

Answer: B

Explanation:

Subscription Term and List Price:

- * Subscription Product A has a Subscription Term of 6 months with a List Price of \$100.

- * When added to a Quote with a Term of 12 months, the List Price is prorated to account for the longer term.

Proration and Ranged Discount Schedule:

- * A Ranged Discount Schedule applies discounts based on quantity, volume, or term thresholds.

- * For the 12-month term, the price is prorated to \$200 (2 times the List Price for 6 months).

- * The Discount Schedule applies a 25% discount to the prorated price, reducing it to \$150.

Regular Price Calculation:

- * The Regular Price reflects the discounted value after applying the Discount Schedule:

$$\text{Regular Price} = 200 \times (1 - 0.25) = 150 \times 0.5 = 75$$

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Key Salesforce CPQ Reference Points:

- * Ranged Discount Schedules modify the List Price based on configured thresholds.

- * Subscription Pricing Logic ensures correct proration for products with terms different from the Quote Term.

NEW QUESTION # 49

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