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Earning the Salesforce CPQ-Specialist Certification can be a valuable asset for professionals in sales, consulting, and implementation roles. It can increase their credibility and marketability in the industry, as well as open up new opportunities for career growth. Furthermore, companies that employ Salesforce CPQ specialists can benefit from their expertise in optimizing the sales process, reducing errors, and increasing revenue.

Salesforce Certified CPQ Specialist Sample Questions (Q65-Q70):

NEW QUESTION # 65

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the Line Editor Field Set on the Quote Line object. What does the admin need to do so the sales reps can search Campaign records in the Quote Line Editor without seeing a warning message?

- A. Create a twin field on the Campaign object using the same API name as the lookup field.
- B. Add the lookup field to the Quote Line page layout.
- C. Add the name of the lookup field into the Line Editor Field Set on the Quote object.
- **D. Create and populate a Field Set on the Campaign object named CPQ_Lookup.**

Answer: D

Explanation:

* Understanding the Requirement:

* Universal Containers wants sales reps to associate Campaign records with Quote Lines using a lookup field in the Quote Line Editor.

* The requirement includes avoiding warning messages when searching for Campaign records.

* Salesforce CPQ Lookup Field Behavior:

* When a lookup field is added to the Quote Line Editor, Salesforce CPQ searches for records in the target object (e.g., Campaign).

* To avoid warnings, the target object (Campaign) must have a specific field set named CPQ_Lookup, which defines the fields displayed in the search results.

* Steps to Implement the Solution:

* Step 1: Navigate to the Campaign object in Salesforce Setup.

* Step 2: Go to the "Field Sets" related list and click "New."

* Step 3: Name the field set CPQ_Lookup (case-sensitive).

* Step 4: Add the fields you want to display in the lookup search results (e.g., Campaign Name, Start Date, Owner).

* Step 5: Save the field set.

* Integration with the Quote Line Editor:

* The system will now use the fields defined in the CPQ_Lookup field set when sales reps perform a search for Campaign records.

* This ensures the lookup field operates without errors or warnings in the Quote Line Editor.

* Key Considerations:

* Ensure that all required fields for identifying Campaign records are included in the CPQ_Lookup field set.

* Test the lookup functionality in the Quote Line Editor to confirm smooth operation.

* Validation:

* Add a Campaign lookup field to a Quote Line in the Quote Line Editor and test the search functionality. Verify that the fields defined in the CPQ_Lookup field set appear in the search results without warnings.

* References:

* Salesforce CPQ documentation on setting up lookup fields and field sets emphasizes creating a CPQ_Lookup field set to avoid warnings

NEW QUESTION # 66

Universal Containers has a bundle with required Product Options. After the bundle is selected, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

- **A. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Bundled on the**

Product Options.

- B. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Required on the Product Options.
- C. Set the Configuration Event field on the bundle Product to be Required, and select the checkbox for Required on the Product Options.
- D. Set the Configuration Event field on the bundle Product to be Allowed, and select the checkbox for bundled on the Product Options.

Answer: A

NEW QUESTION # 67

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

Answer: D

Explanation:

In Salesforce CPQ, when search filters are configured with predefined values and visible to sales reps, their interaction with the filter is determined by the filter's configuration and available operators. The behavior described here is tied to Search Filters in the Product Selection screen, which allow users to refine the list of displayed products based on specific criteria.

* Search Filter Configuration:

* Predefined Filter Value: Here, the filter is set with a value ("Green").

* Operator: The operator "starts with" limits the search to product codes beginning with the text "Green."

* Sales Rep Interaction with the Filter:

* The visibility of the search filter enables sales reps to view and interact with the criteria during product selection.

* Specifically, sales reps have the ability to delete the predefined text to ignore the filter and retrieve a broader or unrestricted product list.

* Documentation Alignment: According to Salesforce CPQ guidelines (as referenced in the Salesforce CPQ package settings and user behaviors), if filters are not marked as "required," users can remove or modify the filter values dynamically. This is designed to offer flexibility during quoting while maintaining filter defaults for ease of use.

The interaction described above aligns with Salesforce CPQ's behavior regarding visible search filters, emphasizing that sales reps can clear the filter text unless restricted by additional customization.

* Use Case Reference:

* When a sales rep begins a quote and searches for products, the filter defaults to "Green."

* If the rep does not want to limit the product search to codes starting with "Green," they can simply remove the text and refresh the results.

Relevant Salesforce CPQ References:

* Search Filters in the Quote Line Editor section of CPQ documentation .

* Guidelines for Search Filter Configuration and behaviors when visible filters are not required .

NEW QUESTION # 68

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line. What is the cause of this behavior?

- A. Additional Discount is a locked field on amendment Quotes.
- **B. The Non Discountable field is marked True on the Product record for the Quote Line.**
- C. A Product Rule is preventing the Additional Discount from being edited.
- D. The org is using legacy amendment and renewal service.

Answer: B

NEW QUESTION # 69

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle.
How should the Admin meet this requirement?

- A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Bundled field to True.
- B. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Selected field to True.
- C. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD. Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR. On both Product Option records, set the Required field to True.
- D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the System field to True.

Answer: A

NEW QUESTION # 70

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