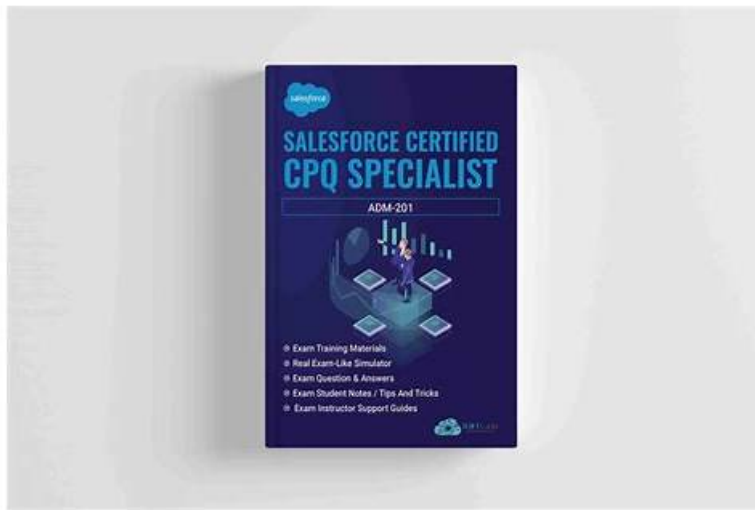


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## Salesforce Certified CPQ Specialist Sample Questions (Q127-Q132):

### NEW QUESTION # 127

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.

The Product has been configured as such:

Which product and option configuration will attain the required pricing?

- **A. Option**  
☐
- B. Option  
☐
- C. Option  
☐
- D. Option  
☐

**Answer: A**

### NEW QUESTION # 128

An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up to correctly map between Quote Lines and Product Options.

Which setup will ensure this condition is met?

- A. On the Configuration Attribute. Auto-Select is False.
- B. On the Configuration Attribute. Apply to Product Options is False.
- **C. On the bundled parent. Apply to Product Options is False.**
- D. On the child options. Apply Immediately is False and Apply Immediately Context is Always.

**Answer: C**

### NEW QUESTION # 129

What is the only proper example of how to format for inserted merge data into output document template content?

- A. [SBQQ\_\_ExpirationDate\_\_c]
- B. {Quote\_\_r.ExpirationDate\_\_c}
- C. {SBQQ\_\_ExpirationDate\_\_c}
- **D. {Quote.SBQQ\_\_ExpirationDate\_\_c}**

**Answer: D**

### NEW QUESTION # 130

Universal Containers designates all miscellaneous components with a Product Family that equals MISC. The admin wants to automatically exclude these components from the output document.

What should the admin do to meet this requirement?

- A. On the Quote Template record, set the Show All Package Products checkbox to True.
- B. On the Template Section record, set filter fields to Product Family, Not Equals, and MISC.
- **C. On the Quote Template record, set the Show Bundled Products checkbox to False.**
- D. On each Product record with a family set to MISC, set the Component checkbox to True.

**Answer: C**

### NEW QUESTION # 131

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. 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.
- C. 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.
- 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 Selected field to True.

**Answer: A**

Explanation:

\* Requirement Overview:

\* A product priced at 100 USD and 95 EUR needs to be included as part of a bundle.

\* Solution:

\* Bundled Products: Setting the Bundled field to True ensures the product is included in the bundle's total price.

\* Configure the Price Book Entries with the required prices for the respective currencies.

\* Steps to Configure:

\* Navigate to the Product in the 2019 Price Book.

\* Set 100 USD and 95 EUR as the Price Book Entries.

\* On the Product Option, mark the Bundled field as True.

\* Validation:

\* Test the bundle by adding it to a Quote and verifying the correct pricing behavior.

## NEW QUESTION # 132

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