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Salesforce Certified CPQ Specialist Sample Questions (Q156-Q161):

NEW QUESTION # 156

The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- A. Change the value of a field in the Calculating Fields Field Set.

- B. Create a Flow to trigger recalculation upon record save.
- C. Create a new Lightning button to trigger recalculation.
- **D. Add the Calculate button to the quote layout.**

Answer: A,D

Explanation:

Requirement:

* Ensure that quotes are recalculated with current information prior to approval without reopening the Quote Line Editor.

Solution:

* Option A: Adding or modifying a field in the Calculating Fields Field Set automatically triggers recalculation for quotes.

* Option C: Including the Calculate button on the quote layout provides users with a manual option to trigger recalculation before approval.

Why Other Options Are Incorrect:

* B and D: These require additional customization (e.g., creating a custom Lightning button or Flow) and are not standard CPQ features.

Salesforce CPQ Reference:

* The Calculating Fields Field Set and Calculate Button functionalities are well-documented as standard CPQ tools .

NEW QUESTION # 157

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product Code as the first alphabetically of any Product's Product Code.
- B. Set the Product's Sort Order as the only null Sort Order of any Product.
- **C. Set the Sort Order as the lowest numerical value of any Product's Sort Order.**
- D. Set the Product's Product Code as the only null Product Code of any Product.

Answer: C

Explanation:

Requirement Overview:

* Universal Containers wants the Shipping Plus product to appear at the top of the Product Selection list.

Key Configuration:

* The Sort Order field determines the sequence of Products in Product Selection.

* Products with lower numerical Sort Order values appear at the top.

Steps to Configure:

* Navigate to the Product Record for Shipping Plus.

* Set the Sort Order field to the lowest available value (e.g., 1).

* Save and test the configuration in the Product Selection screen.

Validation:

* Ensure that Shipping Plus appears at the top of the Product Selection list.

NEW QUESTION # 158

Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products. However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.

Which strategy should UC apply?

- A. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- **B. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.**
- C. Set the Default field on the Add Products Custom Action to TRUE.
- D. Create a Filter Product Rule and Product Action with Type set to Optional Filter.

Answer: B

NEW QUESTION # 159

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

Answer: C,D

NEW QUESTION # 160

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. Value of the Index field.
- B. Salesforce ID of the Error Condition record.
- C. Value of the Condition # field.
- D. API name of the field in the Tested field.

Answer: A

Explanation:

Requirement Overview:

* Reference specific Error Condition records in the Advanced Condition field of a Product Rule.

Solution:

* Use the Index field value from the Error Condition record in the Advanced Condition formula.

Example:

* If the Index field value is 1 for a specific Error Condition, reference it as 1 in the Advanced Condition (e.g., 1 AND 2).

NEW QUESTION # 161

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