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Salesforce Certified CPQ Administrator Sample Questions (Q93-Q98):

NEW QUESTION # 93

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- **B. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.**
- C. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- D. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

Answer: B

Explanation:

Dynamic Features:

* A Dynamic Feature allows administrators to automatically update or populate Product Options for a bundle based on defined rules and conditions.

Filter Product Rules:

* Applying a Filter Product Rule ensures that only relevant or newly available products appear as options for the bundle. This reduces manual maintenance while keeping the bundle dynamic.

Salesforce CPQ Reference:

* Dynamic Features and Filter Product Rules are part of advanced bundling techniques documented under Product Configuration .

NEW QUESTION # 94

A user has created two Quotes related to an Opportunity. The user has changed the Primary Quote by checking the Primary checkbox on the non-Primary Quote. After performing this action, the amount on the Opportunity fails to update and the Quote Lines fail to sync to the Opportunity.

What is the root cause of this issue?

- A. Twin fieldJs between the Quote Line and the Opportunity Product need to be set up.
- B. The triggers have been disabled in the Installed Package Settings
- **C. The Primary field on the Quote is missing from the Quote object's Calculating Fields field set.**
- D. Primary Quote Keeps Opportunity Products is set to FALSE in the Installed Package Settings.

Answer: C

Explanation:

Root Cause:

* The Primary Quote field must be included in the Calculating Fields field set to trigger synchronization between the Quote and Opportunity.

Steps to Resolve:

* Navigate to Setup > Object Manager > Quote.

* Locate the Calculating Fields field set.

* Add the Primary field to the field set.

Testing:

* Change the Primary Quote for an Opportunity and verify that the Quote Lines and Opportunity values sync properly.

Salesforce CPQ Reference:

* The Calculating Fields field set ensures proper updates between related objects during key actions like recalculations.

NEW QUESTION # 95

Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

- A. The Segmented Summary Fields field set
- B. The Line Subtotals Total field package setting
- C. The Totals Field package setting
- **D. The Summary Fields field set**

Answer: D

Explanation:

Requirement Overview:

- * Display the sum of a custom field in the standard Line Editor table without replacing the subtotal or total fields.

Solution Details:

- * The Summary Fields field set on the Quote Line object controls which fields appear as totals in the Line Editor.

Steps to Configure:

- * Navigate to Setup > Object Manager > Quote Line.
- * Locate the Summary Fields Field Set.
- * Add the custom field to the field set.

Validation:

- * Open the Quote Line Editor and confirm that the sum of the custom field appears in the standard table, alongside other totals.

NEW QUESTION # 96

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

Answer: D

Explanation:

Scenario Overview:

- * The Additional Discount field cannot be edited during amendments by design in Salesforce CPQ.

Explanation:

- * Salesforce CPQ locks certain fields on amendment Quotes to preserve the original pricing structure and prevent inconsistencies.

Validation:

- * This behavior is standard and cannot be overridden without customizations.

<https://help.salesforce.com/s/articleView?id=000382118&type=1>

NEW QUESTION # 97

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- B. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- **C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.**
- D. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.

Answer: C

Explanation:

* Understanding the Requirement:

* Universal Containers wants a bundle with pre-selected Product Options.

* Sales reps should mostly leave the default configuration as-is but need the flexibility to make changes when required.

* Salesforce CPQ Feature Overview:

* Configuration Type:

* Determines whether sales reps can modify the configuration of a bundle product.

* Setting it to Allowed permits the flexibility to configure without mandating it.

* Configuration Event:

* Defines when the bundle configurator is accessible.

* Setting it to Edit prevents the configurator from opening automatically but allows sales reps to access it by clicking the "Reconfigure" link.

* Configuration Steps:

- * Navigate to the Bundle Product record in Salesforce CPQ.
- * Set the Configuration Type field to Allowed. This ensures the configurator is optional and not enforced.
- * Set the Configuration Event field to Edit. This enables the configurator to be accessible only upon user action.
- * Key Behaviors:
 - * With these settings, sales reps can use the default configuration but still make changes if needed by accessing the configurator manually.
 - * The "Reconfigure" link in the quote line becomes available for editing.
- * Testing and Validation:
 - * Add the bundle to a Quote.
 - * Verify that the configurator does not open automatically.
 - * Check that the "Reconfigure" link is accessible on the Quote Line for editing options.

References:

This solution is aligned with Salesforce CPQ documentation on managing bundle configurations and providing sales reps with flexible configuration options.

NEW QUESTION # 98

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