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## Salesforce Certified CPQ Administrator Sample Questions (Q141-Q146):

NEW QUESTION # 141

Universal Containers wants to quote a product that will persist until the customer cancels the subscription. How should the admin set up this product so all downstream processes create perpetual subscriptions?

- A. The sales rep should create a Quote without an end date or a subscription term associated with it.
- **B. Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.**
- C. The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.
- D. The value Evergreen should be put into the Subscription Type field on the Product.

**Answer: B**

Explanation:

Requirement Overview:

\* Universal Containers wants to create a subscription product that will persist indefinitely unless canceled by the customer.

Key Configuration:

\* The Evergreen value in the Subscription Type field defines a perpetual subscription in Salesforce CPQ.

\* Using a Price Rule ensures this field is dynamically set on each Quote Line for the product, automating downstream processes such as contract generation and order management.

Steps to Implement:

\* Create a Price Rule targeting the Quote Line object.

\* Set the Subscription Type field to Evergreen for the relevant Quote Lines.

\* Activate and test the Price Rule to confirm the behavior.

#### **NEW QUESTION # 142**

Universal Containers wants to give a 25% discount on a specific product option purchased in the Big Box bundle. In which two ways could the admin configure CPQ to automatically apply this discount?

Choose 2 answers

- A. Set the option discount ((%field on the product feature for the bundle.
- D. Set the option Discount (%) field on the product option for the bundle.
- **B. Set Discount by package to TRUE on the Product Option for the bundle.**
- **C. Create a price Rule that applies the 25% discount when the product is added as part of the bundle.**

**Answer: B,C**

#### **NEW QUESTION # 143**

Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to redistribute Order Products from one Order to another.

What are two considerations the CPQ admin must take into account to meet the requirement?

Choose 2 answers

- **A. Ensure the sales rep is listed as the owner of the Order.**
- **B. Ensure the CPQ Orders package setting "Allow Multiple Orders" is selected.**
- C. Ensure the Edit Order Products button is exposed in the Order Page Layout.
- D. Ensure the sales rep has Modify All in their profile.

**Answer: A,B**

Explanation:

Requirement Overview:

\* Sales reps need to redistribute Order Products across multiple Orders.

Key Considerations:

\* Ownership Requirement: Only the Order owner or users with elevated permissions (e.g., Modify All) can edit an Order.

\* Allow Multiple Orders Setting: This setting must be enabled in the CPQ Orders package to allow splitting or redistributing Order Products.

Steps to Enable:

\* For Ownership:

\* Confirm the sales rep is listed as the owner of the Order.

\* For Package Settings:

\* Navigate to CPQ Package Settings > Orders.

\* Enable the "Allow Multiple Orders" checkbox.

Testing:

\* Ensure that the Edit Order Products button is exposed on the Order Page Layout and verify redistribution functionality.

#### NEW QUESTION # 144

In what way does Smart Approvals expedite the approval process?

- A. Quotes within defined thresholds will be automatically approved.
- B. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- C. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.
- D. Quotes with multiple steps in the approval chain go directly to the highest approver required.

**Answer: C**

Explanation:

Smart Approvals Overview:

\* Salesforce CPQ's Smart Approvals streamline the approval process by re-evaluating previously approved records to avoid redundant approvals.

Rejected Quotes Resubmission:

\* If a quote is rejected, and the user resubmits it without exceeding previously approved values, it bypasses the full approval chain and is sent directly to the person who rejected it.

\* This functionality minimizes unnecessary delays and ensures efficient quote handling.

Documentation Alignment:

\* Smart Approvals Configuration and behavior as outlined in CPQ guidelines ensure approval efficiency .

#### NEW QUESTION # 145

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 # 146

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