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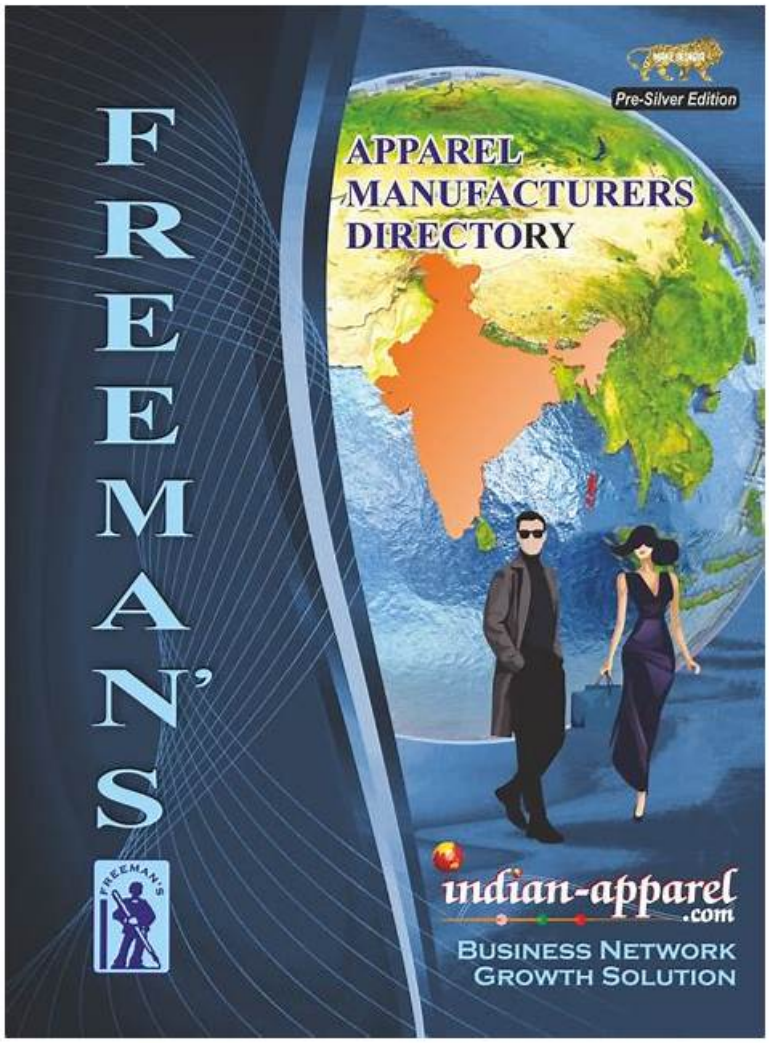

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Salesforce Certified CPQ Administrator Sample Questions (Q30-Q35):

NEW QUESTION # 30
Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes.
How can this agreement be configured to set the Regular Price for this customer?

- A. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.
- B. Create a Discount Schedule and add it to the Discount Schedule field on Product A.
- C. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- D. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.

Answer: D

Explanation:
Requirement Overview:
* Configure tiered pricing for Product A specific to a customer for all future Quotes.
Solution Details:
* Use a Discount Schedule with tiered pricing.
* Assign the Discount Schedule to a Contracted Price record tied to the customer's Account.
Steps to Configure:
* Create the Discount Schedule with the desired tiers.
* Navigate to the customer's Account.
* Create a Contracted Price record:
* Reference Product A.
* Assign the Discount Schedule.
Validation:
* Generate a Quote for the customer and confirm the tiered pricing is applied correctly.

NEW QUESTION # 31
Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.
What are three ways the admin can adjust the design of this bundle to reduce scrolling in Configuration?
Choose 3 answers

- A. Set Option Selection Method to Add on the Product Features.
- B. Change Option Layout to Tabs on the bundle Product.
- C. Change Enable Large Configuration to True on the bundle Product.
- D. Group the Product Features of the bundle into tabs using the Category field.
- E. Set System to True on the Product Options to be excluded from the Configurator.

Answer: A,B,D

Explanation:
Requirement Overview:
* Reduce scrolling in the configurator for a bundle with many Features and Options.
Solutions:
* A. Option Selection Method = Add: Allows users to select options from a pop-up window instead of scrolling through the configurator.
* D. Group Features into Tabs: Use the Category field to group Features into tabs for easier navigation.
* E. Option Layout = Tabs: Configure the bundle to display Options in a tabular format, reducing scrolling.
Steps to Configure:
* Set the Option Selection Method to Add on relevant Product Features.
* Populate the Category field on Product Features to group them into tabs.
* Change the Option Layout on the bundle Product to Tabs.
Validation:
* Test the configurator to ensure the layout reduces scrolling and improves usability.

NEW QUESTION # 32
An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

- A. Set the Product's Default Pricing Table to Standard.
- B. Set the Display Order of the Desegment Line action to 1.
- C. Set the Price Dimension's Type to One-Time.
- D. Create a Quote formula field named StartSegment_c that returns 0.

Answer: A

Explanation:
Unsegmented Product Setup:
* By setting the Default Pricing Table to Standard, the product appears unsegmented when first added to a quote.
* This allows users to manually segment the product later if necessary.
Default Pricing Table Configuration:
* The Standard table ensures that pricing is applied uniformly across the quote without segmentation.
Salesforce CPQ Reference:
* This behavior is defined in the Price Dimension Configuration Guidelines in CPQ documentation .

NEW QUESTION # 33
If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. Create an Approval Rule with an Effective Start Date and Effective End Date spanning theabsence.
  Populate the Approver field of the rule with the substitute Approver, then add the rule tothe existing Approval Chain as the first step.
- B. Create a new Approver record, with the Group ID field set to the ID of a Public Group thatcontains all of the managers.
  On the original manager's Approver record, click the Replace buttonand select the new Approver record.
- C. On the original manager's Approver record, set the Delegated Approver lookup field toreference a different manager's Approver record, and set the Delegation End field for the date ofthe original manager's return.
- D. On the original manager's Approver record, reference a different manager's Approver record inthe Next Approver lookup field. Clear the Next Approver lookup field once the original managerreturns from leave.

Answer: C

Explanation:
Requirement:
* Ensure approval requests are routed to a substitute manager during the original manager's absence.
Solution:
* The Delegated Approver lookup field on the Approver record allows the admin to specify a temporary approver.
* Setting the Delegation End field ensures the delegation automatically ends upon the original manager's return.
Why Other Options Are Incorrect:
* A: Using the Next Approver field for temporary delegation is not the intended functionality.
* B: Creating an Approval Rule with start and end dates is overly complex and unnecessary.
* D: Replacing the original Approver record risks permanent changes and is not recommended for temporary delegation.
Salesforce CPQ Reference:
* Delegated Approval Settings are documented under Advanced Approvals Configuration Guidelines .

NEW QUESTION # 34
Universal containers has a fixed bundle with selected Product Options, After selecting the bundle, the user should bypass the configuration process.
How should the Admin set up the bundle to meet this requirement?

- A. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.
- B. Set the bundle product record filed Configuration Type to Required and Configuration Event to Always.
- C. Set the bundle product record filed Configuration type to Allowed and Configuration Event to Always.
- D. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add

Answer: C

Explanation:
Requirement:
* When a fixed bundle is selected, users should bypass the configuration process entirely.
Solution:
* Setting the Configuration Type to Allowed ensures users can configure the bundle if necessary.
* Setting the Configuration Event to Always skips the configuration process automatically for preconfigured bundles.
Why Other Options Are Incorrect:
* A: Setting Configuration Type to Disabled prevents any configuration, which may not align with future flexibility requirements.
* B: Required forces configuration instead of skipping it.
* D: Configuration Event = Add requires the user to manually trigger the process during addition.
Salesforce CPQ Reference:
* Bundle Configuration Settings and their implications are detailed in CPQ Configuration Guidelines .

NEW QUESTION # 35
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