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Salesforce Certified CPQ Specialist Sample Questions (Q197-Q202):

NEW QUESTION # 197
Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.
In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?
Choose 2 answers

- A. Create an additional Line Items section without the Monthly Price field.
- B. Include Monthly Price in the Quote Line Editor Field set.
- C. Create a custom formula Indicating if the Payment Terms are Net 30.
- D. Set the Conditional Print Field on the Line Column record.

Answer: B,C

Explanation:
Universal Containers requires a dynamic approach to display the Monthly Price column on the Quote Document only when the Payment Terms field is set to "Net 30". Here's how to achieve this:
Step 1: Create a Monthly Price Line Column
* Navigate to Quote Templates in Salesforce CPQ.
* Select the relevant Quote Template.
* In the Line Columns related list:
* Create a new Line Column for "Monthly Price."
* Configure the desired settings for how the Monthly Price should display in the PDF.
Step 2: Create a Custom Formula Field
* Navigate to Setup > Object Manager > Quote.
* Create a custom formula field (e.g., Show_Monthly_Price) on the Quote object:
* Type: Formula (Checkbox).
* Formula Logic: IF(Payment_Terms__c = "Net 30", TRUE, FALSE).
* Replace Payment_Terms__c with the API name of the Payment Terms field.
This formula ensures the field returns TRUE only when Payment Terms equals "Net 30." Step 3: Configure Conditional Print Field on the Line Column
* Return to the Quote Template and edit the Monthly Price Line Column.
* Set the Conditional Print Field to Show_Monthly_Price.
* This links the visibility of the Monthly Price column to the custom formula field you created.
Step 4: Validate in Quote Document
* Generate a Quote Document for a Quote where Payment Terms are set to "Net 30."
* The Monthly Price column should appear in the PDF.
* Change the Payment Terms to a value other than "Net 30" and regenerate the document.
* The Monthly Price column should not appear.
Step 5: Optional Enhancements
* Discard Width When Hidden:In the Monthly Price Line Column, enable this setting to avoid column width adjustments when the column is hidden.
* Test Across Use Cases:Validate across different Payment Terms to ensure robust behavior.
By using a combination of the Conditional Print Field and a custom formula field, Universal Containers can dynamically control the visibility of the Monthly Price column.

NEW QUESTION # 198
Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?
Choose 2 answers

- A. Product Option
- B. Contracted Price
- C. Product
- D. Segmented Product

Answer: A,B

Explanation:
Hierarchy of Discount Schedule Application:Salesforce CPQ applies Discount Schedules based on object precedence.
* Contracted Price: Overrides Discount Schedules at the Product or Feature level when specific pricing agreements are in place for an Account.
* Product Option: A Discount Schedule on a Product Option takes precedence over one defined at the Product Feature level.
Key Configurations:
* Contracted Price: Navigate to the Contracted Price record and add the Discount Schedule.
* Product Option: Assign the Discount Schedule on the Product Option record.
Validation:
* Test configurations to confirm the Discount Schedule is applied at the appropriate level and overrides the Feature-level Discount Schedule.

NEW QUESTION # 199
An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page.

Which updates should the Admin male to meet this requirement

- A. Create feature to the parent product and assign all Option to one of the created features.
- B. Update Option Layout on the parent Product record to Wizard.
- C. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- D. Update option layout on the parent Product record to Sections.

Answer: D

Explanation:
Requirement:
* Users must view and select product options by scrolling on a single page.
Solution Details:
* Setting the Option Layout to Sections groups options into expandable/collapsible sections.
* This creates a scrollable view without navigating multiple pages.
Steps to Update:
* Go to the parent Product Record.
* Update the Option Layout field to Sections.
Validation:Test the configuration in the Quote Line Editor. Options should now appear grouped by sections.

NEW QUESTION # 200

Universal Containers sells abundle 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 Allowed and the Configuration Event field to a value of Edit.
- 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 Required and the Configuration Event field to a value of Always.
- 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: A

NEW QUESTION # 201

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D.
When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

- A. SettheDiscountScheduleontheProductOptionrecordsandmarkthe"CrossProducts"checkboxas FALSE
- B. SettheDiscountScheduleonProductFeatureAandmarkthe"CrossProducts:CheckboxasTRUE.
- C. SettheDiscountScheduleontheProductOptionrecordsandmarkthe"CrossProducts"checkboxas TRUE
- D. SettheDiscountScheduleonProductFeatureAandmarkthe"CrossProducts"CheckboxasFALSE.

Answer: B

NEW QUESTION # 202

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