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Salesforce Certified CPQ Administrator Sample Questions (Q210-Q215):

NEW QUESTION # 210

When using Lookup Rules In Salesforce CPQ, which three factors will impact the number of query rows returned?
Choose 3 answers

- A. The total number of lookup objects.
- B. The total number of quote lines on the quote.
- C. The total number of lookup queries.
- D. The total number of records on the lookup object.
- E. The total number of fields on the lookup object.

Answer: B,C,E

Explanation:

Requirement Overview:

* Understand what impacts the number of query rows returned when using Lookup Rules in Salesforce CPQ.

Factors:

* C. Total Number of Quote Lines: Each Quote Line triggers a lookup, increasing the number of query rows.

* D. Total Number of Fields on the Lookup Object: More fields on the object result in larger query rows.

* E. Total Number of Lookup Queries: Multiple lookup queries executed during the Quote Line processing impact the total rows returned.

Steps to Validate:

* Analyze the Lookup Rule configuration and test its behavior with varying Quote Line counts, field sizes, and query numbers.

NEW QUESTION # 211

Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.

What should the admin configure in the product to meet this requirement?

- A. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- B. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- C. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- D. When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the QuoteLine record to define the number of months of Support requested by the customer.

Answer: A

Explanation:

Requirement:

* Sell a non-renewable support SKU in 1-month increments, with the ability to cancel before the agreed end date.

Solution:

* SubscriptionType = One-Time: Ensures the product is treated as a one-time charge, not renewable.

* SubscriptionTerm = Number of Months: Allows the quote to define the length of the support agreement.

Why Other Options Are Incorrect:

* A and C: These configurations do not align with the requirement to sell support in defined monthly increments.

* D: Marking the product as Renewable contradicts the requirement that the product is non-renewable.

Salesforce CPQ Reference:

* SubscriptionType and SubscriptionTerm fields are detailed in the Subscription Products configuration guide .

NEW QUESTION # 212

Subscription Product A has a Subscription Term of 6, a List Price of \$100, and a Ranged Discount Schedule.

A user has added this Product a Quote with a Term of 12.

A u The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Price in this scenario?

- A. Regular Price of \$150
- B. Regular Price of \$200
- C. Regular Price of \$75

- D. Regular Price of \$100

Answer: C

Explanation:

Subscription Term and List Price:

- * Subscription Product A has a Subscription Term of 6 months with a List Price of \$100.
- * When added to a Quote with a Term of 12 months, the List Price is prorated to account for the longer term.

Proration and Ranged Discount Schedule:

- * A Ranged Discount Schedule applies discounts based on quantity, volume, or term thresholds.
- * For the 12-month term, the price is prorated to \$200 (2 times the List Price for 6 months).
- * The Discount Schedule applies a 25% discount to the prorated price, reducing it to \$150.

Regular Price Calculation:

- * The Regular Price reflects the discounted value after applying the Discount Schedule:

$$\text{Regular Price} = 200 \times (1 - 0.25) = 150 \times 0.5 = 75$$

$$\text{Regular Price} = 200 \times (1 - 0.25) = 150 \times 0.5 = 75$$

Key Salesforce CPQ Reference Points:

- * Ranged Discount Schedules modify the List Price based on configured thresholds.
- * Subscription Pricing Logic ensures correct proration for products with terms different from the Quote Term.

NEW QUESTION # 213

How should an admin enable renewal uplift on an Account?

- **A. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.**
- B. Change the Renewal Pricing Method to Same on the Account.
- C. Update the Markup (%) field on the Renewal Quote.
- D. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.

Answer: A

Explanation:

Requirement Overview:

- * Enable Renewal Uplift for the Account to adjust pricing for renewals.

Steps to Configure:

* Renewal Pricing Method:

- * Navigate to the Account record.

- * Set the Renewal Pricing Method field to Uplift.

* Renewal Uplift (%):

- * On the related Contract record, populate the Renewal Uplift (%) field with the desired percentage increase.

Validation:

- * Test the renewal process by generating a Renewal Quote and ensuring the Uplift applies to subscription pricing.

NEW QUESTION # 214

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500

\$8,600 plus \$7 per unit above 1,000

Which pricing method should the admin select for this service?

- A. Tiered
- B. List
- C. Segmented
- **D. Block**

Answer: D

Explanation:

Tiered pricing in Salesforce CPQ applies a cumulative price where each tier has a marginal rate (e.g., \$9 per unit above 100). This matches the scenario: \$1,000 for 0-100 units, then \$9/unit for 101-500, \$8/unit for 501-1,000, and \$7/unit above 1,000, building on the prior tier's total (e.g., \$4,600 at 500). Option B (Tiered) supports this incremental pricing model. Option A (Block) uses fixed prices per range, not cumulative rates.

Option C (Segmented) isn't a standard CPQ pricing method. Option D (List) applies a flat unit price, ignoring tiers. Salesforce CPQ documentation defines Tiered pricing for this use case.

References: Salesforce CPQ Documentation - "Tiered Pricing" and "Pricing Methods".

NEW QUESTION # 215

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