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Salesforce Certified CPQ Administrator Sample Questions (Q73-Q78):

NEW QUESTION # 73

A Configuration Attribute displays a Product Option picklist field named Custom_Picklist__c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist

contains fewer values than the field from the Product Option.

Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

- A. An error message appears that prevents saving the configuration.
- B. The selected value is saved to the quote line field.
- C. A null value is saved to the quote line field.
- D. The Save button is gray and unavailable in the configurator.

Answer: A

Explanation:

Scenario Overview:

* A Configuration Attribute displays a picklist with more values than the corresponding field on the Quote Line, which is restricted to a predefined set.

Behavior:

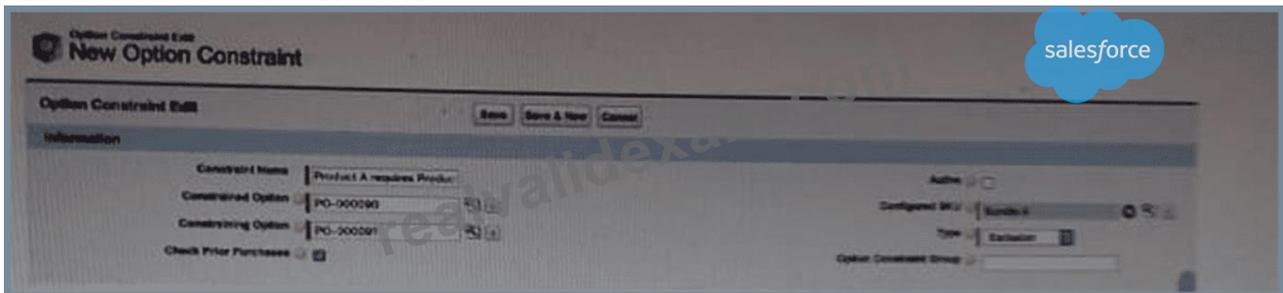
* When a user selects a value that is not in the Quote Line field's restricted picklist, Salesforce CPQ prevents saving and displays an error.

Validation:

* The Quote Line enforces the picklist restriction, ensuring data integrity across the configuration and Quote Line Editor.

NEW QUESTION # 74

An admin is setting up multiple Option Constraints. When configuring the bundle, a user should be unable to select Product B unless the user has also selected Product A.



What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

- A. Option Constraint Group should be populated.
- B. Check Prior purchases should be set to False.
- C. The Active checkbox should be set to True.
- D. type should be dependency.

Answer: C,D

Explanation:

Requirement Overview:

* Prevent the user from selecting Product B unless Product A is also selected in the bundle.

Key Configurations:

* Type = Dependency: Ensures that one Product is dependent on the selection of another.

* Active = True: Activates the Option Constraint for use in the configurator.

Steps to Configure:

* Navigate to the Option Constraint record.

* Set the Type to Dependency.

* Mark the Active checkbox as True.

* Define Constrained Option (Product B) and Constraining Option (Product A).

Validation:

* Add the bundle to a Quote and confirm that selecting Product B is only possible when Product A is also selected.

NEW QUESTION # 75

Universal Containers (UC) sells Product A for an initial, fixed price without the need for renewal behavior.

UC must be able to track an individual serial number on the Asset record for each Product A sold.
Which Product field value should the admin set up to handle this use case?

- A. Asset Conversion: One Per Unit
- B. Subscription Price: List Price
- C. Asset Conversion: One Per Line
- D. Subscription Type: One-Time

Answer: A

Explanation:

Requirement:

* Track individual serial numbers for each unit of Product A sold.

Solution Details:

* Asset Conversion Field determines how assets are created from Quote Lines.

* Setting Asset Conversion to One Per Unit creates one Asset record for each unit sold, allowing tracking of individual serial numbers.

Implementation:

* Navigate to the Product Record for Product A.

* Set Asset Conversion to One Per Unit.

Justification:

* This setup aligns with Salesforce CPQ's approach for granular tracking of Assets associated with product sales.

NEW QUESTION # 76

Universal Containers has set up an Account lookup field, Distributor__c, on the Quote to identify different distributors per group. Distributor accounts have a Discount_Level__c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

The screenshot shows a configuration step for a Calculator Scoped Price Rule. It includes the following details:

- Create a Calculator Scoped Price Rule that has a Price Condition where
 - Object with value Quote Line
 - Tested Formula field with value SBQQ__Quote__r.Distributor__c
 - Operator field with value Not Equals
 - Filter Type field with Value selected
 - Filter Value field with blank value
- Add a Price Action to the Price Rule where
 - Target Object with value Quote Line
 - Target Field with value SBQQ__DistributorDiscount__c
 - Formula Field with value SBQQ__Group__r.Distributor__r.Discount_Level__c

- A.
- B.

The screenshot shows a configuration step for a Configurator Scoped Price Rule. It includes the following details:

- Create a Configurator Scoped Price Rule that has a Price Condition where
 - Object with value Quote Line
 - Tested Formula field with value SBQQ__Quote__r.Distributor__c
 - Operator field with value Not Equals
 - Filter Type field with Value selected
 - Filter Value field with blank value
- Add a Price Action to the Price Rule where
 - Target Object with value Quote Line
 - Target Field with value SBQQ__DistributorDiscount__c
 - Formula Field with value SBQQ__Group__r.Distributor__r.Discount_Level__c

Answer: B

Explanation:

Requirement:

* Ensure the correct Distributor Discount is applied to Quote Lines based on the distributor's Discount_Level__c field value.

Solution:

* Configurator Scoped Price Rule:

* A Price Condition checks whether the SBQQ__Quote__r.Distributor__c field is populated.

* If the field is blank, the rule does not execute.

* Price Action:

* Injects the value of the Discount_Level__c field from the Distributor account into the Quote Line's SBQQ__DistributorDiscount__c field.

Why Option A is Correct:

* Configurator Scope ensures the rule is evaluated during configuration, applying discounts dynamically as the Quote is edited.

Why Option B is Incorrect:

* Calculator Scoped Price Rules execute during calculations (not configuration), which may result in delayed discount updates.

Salesforce CPQ Reference:

* Price Rules and their scopes are documented in the CPQ Pricing Logic Configuration .

NEW QUESTION # 77

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle.

Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- B. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- C. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.
- **D. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.**

Answer: D

Explanation:

Requirement:

* Maintenance and Support products must display in separate sections during configuration.

* Support products should appear above Maintenance products.

Solution:

* Product Features are used to organize Product Options into sections.

* The Number field on Product Features determines the order in which the sections appear.

* Support should have a lower Number value to appear above Maintenance.

Salesforce CPQ Reference:

* The Product Features Configuration Guidelines explain how to use features and their ordering mechanisms .

NEW QUESTION # 78

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