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Salesforce Certified CPQ Administrator Sample Questions (Q135-Q140):

NEW QUESTION # 135

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. Value of the Index field.
- B. Value of the Condition # field.
- C. API name of the field in the Tested field.
- D. Salesforce ID of the Error Condition record.

Answer: A

Explanation:

Requirement Overview:

* Reference specific Error Condition records in the Advanced Condition field of a Product Rule.

Solution:

* Use the Index field value from the Error Condition record in the Advanced Condition formula.

Example:

* If the Index field value is 1 for a specific Error Condition, reference it as 1 in the Advanced Condition (e.g., 1 AND 2).

NEW QUESTION # 136

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

- A. The fields that appear in the Quote Line Drawer.
- B. The Quote fields that may be edited.
- C. The Quote Line fields that are visible.
- D. The fields that trigger a calculation event to occur.

Answer: C

Explanation:

Requirement Overview:

* Control the visibility of fields in the Quote Line Editor.

Solution:

* The Edit Lines Field Set Name special field on the Quote object references the field set used to control which Quote Line fields are visible in the editor.

Steps to Configure:

* Navigate to the Field Set on the Quote Line object.

* Add or remove fields from the field set referenced in the Edit Lines Field Set Name field.

Validation:

* Test the Quote Line Editor to ensure only the configured fields are visible.

NEW QUESTION # 137

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date. Which date will CPQ use to calculate the prorate multiplier?

- A. The Quote date
- B. The Quote Line date
- C. The earliest date
- D. The latest date

Answer: B

Explanation:

Requirement:

* Calculate the prorate multiplier when a subscription product's End Date differs from the Quote's End Date.

Solution:

* CPQ uses the Quote Line date (specific to the subscription product) to calculate the prorate multiplier.

This ensures alignment with the subscription term.

Why Other Options Are Incorrect:

* A & D: Earliest or latest dates do not determine prorate multipliers.

* B: The Quote date applies to the Quote as a whole, not individual subscription products.

Salesforce CPQ Reference:

* Prorate multiplier calculations are outlined in Subscription Management Guidelines .

The order of precedence for evaluating subscription dates is as follows (1) Quote Line, (2) Quote Line Group, and (3) Quote
<https://help.salesforce.com/s/articleView?id=000383503&type=1>

NEW QUESTION # 138

Which two scenarios can be supported using Amendments? Choose 2 answers

- A. Add new products; use different End Date from existing Contract
- B. Change quantities of existing Products; maintain same discounts as original Quote
- C. Add new Products; co-terminate to existing Contract
- D. Change quantities of existing Products; apply different discounts than original Quote

Answer: C,D

Explanation:

* Amendment Functionality:

* Amendments are used to modify existing contracts by adjusting quantities, discounts, or adding products while maintaining contract continuity.

* Supported Scenarios:

* A: Quantity changes with new discounts can be applied during amendments.

* C: New products can be added and aligned with the contract's existing term (co-terminated).

* Salesforce CPQ Reference:

* Amendments are extensively documented under Contract and Subscription Management .

NEW QUESTION # 139

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products:

Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.

Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- B. Create an HTML Template Content record with three tables to represent each Product Family.
- C. Create a Line Items section and set SBQQ__ProductFamily__c as the Group field.
- D. Create a Line Items section and set SBQQ__ProductFamily__c as the Roll-Up field.

Answer: C

Explanation:

Requirement Overview:

* Universal Containers wants to show Quote Line items grouped by Product Family with subtotals for each family in Quote Documents.

Solution Details:

* Salesforce CPQ allows grouping of Line Items in Quote Templates.

* Setting SBQQ__ProductFamily__c as the Group field organizes the Quote Lines into separate sections for each Product Family.

Configuration Steps:

* Navigate to the Quote Template.

* Create a new Line Items Section.

* In the Grouping field, set SBQQ__ProductFamily__c.

* Save and test the template by generating a Quote Document.

Validation:

* Confirm that the generated document displays separate tables for Hardware, Software, and Professional Services, with subtotals for each group.

NEW QUESTION # 140

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