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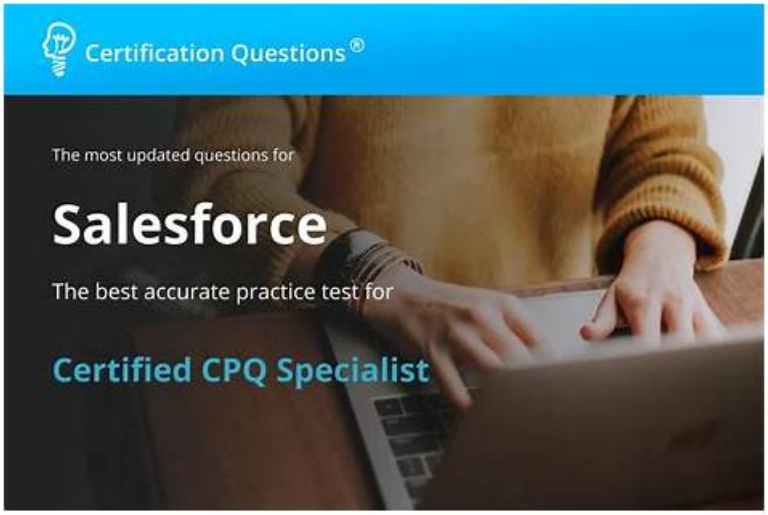

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Salesforce Certified CPQ Specialist Sample Questions (Q116-Q121):

NEW QUESTION # 116
Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.
Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- B. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- C. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- D. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

Answer: C

Explanation:
Dynamic Features:
* A Dynamic Feature allows administrators to automatically update or populate Product Options for a bundle based on defined rules and conditions.
Filter Product Rules:
* Applying a Filter Product Rule ensures that only relevant or newly available products appear as options for the bundle. This reduces manual maintenance while keeping the bundle dynamic.
Salesforce CPQ Reference:
* Dynamic Features and Filter Product Rules are part of advanced bundling techniques documented under Product Configuration .

NEW QUESTION # 117
Universal Container (UC) sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.
Which two represent a valid configuration to meet this requirement? Choose 2 answers

- A. Pricing Method set to List and Subscription Pricing set to Percent of Total
- B. Pricing Method set to Custom and Subscription Pricing set to Custom"
- C. Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- D. Pricing Method set to Percent of Total and Subscription Pricing blank

Answer: A,D

NEW QUESTION # 118
The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.
What should the Admin do to resolve this issue?

- A. Set a lower value in the Display Order field in the Custom Action record.
- B. Move the Clone and Delete actions into the Quote Line Editor drawers.
- C. Change the Actions Column Placement in package settings to Left.
- D. Update the Custom Action Location to eft.

Answer: D

NEW QUESTION # 119
The Admin wants to ensure that within one bundle. Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B.
Which setup should the Admin use to meet these requirements?

- A. A Product Alert Rule where two Error Conditions with Summary Variable test of Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.
- B. A Product Selection Rule where two Error conditions with Summary Variables test of Product A and B have both been selected. If so, a Product Action will remove Product B.
- C. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- D. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.

Answer: B

NEW QUESTION # 120
Northern Trail Outfitters (NTO) uses CPQ to streamline its quoting process. NTO has implemented a customer reward system that offers specialty products to highly valued customers. The previous admin created a checkbox field called is_Deluxe__c and added the field Into the Search Filter field set.
Sales reps are complaining that they can see every product except Deluxe when filtering. Instead, sales reps want to see all products,

regardless of whether they are Deluxe, while keeping the ability to filter based on the is_Deluxe__c field.
Which two changes should the consultant implement to meet the requirement?
Choose 2 answers

- A. Change the is Deluxe__c field to a plcklist with the values "True" and "False".
- B. Ensure products have a value for the is Deluxe c field and the default Is set to "-None-".
- C. Remove the is Deluxe___c field from the Product's Search Filter field set.
- D. Create a filter Product Rule that uses the is Deluxe c field.

Answer: B,D

NEW QUESTION # 121
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