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## Salesforce Certified CPQ Administrator Sample Questions (Q16-Q21):

### NEW QUESTION # 16

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Product Code as the only null Product Code of any Product.
- B. Set the Product Code as the first alphabetically of any Product's Product Code.
- C. Set the Product's Sort Order as the only null Sort Order of any Product.
- **D. Set the Sort Order as the lowest numerical value of any Product's Sort Order.**

**Answer: D**

Explanation:

Requirement Overview:

\* Universal Containers wants the Shipping Plus product to appear at the top of the Product Selection list.

Key Configuration:

\* The Sort Order field determines the sequence of Products in Product Selection.

\* Products with lower numerical Sort Order values appear at the top.

Steps to Configure:

\* Navigate to the Product Record for Shipping Plus.

\* Set the Sort Order field to the lowest available value (e.g., 1).

\* Save and test the configuration in the Product Selection screen.

Validation:

\* Ensure that Shipping Plus appears at the top of the Product Selection list.

### NEW QUESTION # 17

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

**Answer: A**

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 # 18

Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor.

Which Salesforce CPQ functionality will satisfy this requirement?

- A. Product Rules of filter type
- B. Custom page security plug-In script
- **C. Custom Action with Search Filter**
- D. Price Rules

**Answer: C**

Explanation:

Requirement:

\* To allow sales reps to view a subset of products via a button in the Quote Line Editor.

Solution:

\* A Custom Action with a Search Filter is configured to dynamically limit the displayed products.

Mechanism:

\* The Custom Action triggers the Product Selection process, with the Search Filter applying criteria to display only the desired subset of products.

Salesforce CPQ Reference:

\* Custom Actions and Search Filters are documented as the preferred method to customize product visibility in the Product Selection process .

### NEW QUESTION # 19

Product A has the 'One per Unit' option selected within the Asset Conversion pteclist. Users era reporting that when they modify the quantity for Product A on on amendment Quote, the following error displays:

"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update." What should the CPQ specialist do to ensure sales raps can edit the quantity of asset-based products within an amendment Quote?

- **A. Set the Asset Amendment Behavior field value to "Allow Refund".**
- B. Conversion field value to "None".
- C. Set the Asset Conversion field value to "One per Quote".
- D. Set the Asset Amendment Behavior field value to "Default"

**Answer: A**

Explanation:

Comprehensive Detailed Step-by-Step Explanation with all Salesforce CPQ References

\* Understanding the Issue:

\* The error message, "Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update," occurs because the default behavior prevents a decrease in asset quantities unless explicitly allowed.

\* Asset Conversion for Product A is set to "One per Unit," requiring each unit to be treated as a separate asset.

\* Key Salesforce CPQ Setting:

\* Asset Amendment Behavior:

\* This field on the Product determines how CPQ handles amendments for asset-based products.

\* Setting it to "Allow Refund" enables sales reps to reduce the quantity of assets during amendment quotes without generating errors.

\* Configuration Steps:

\* Navigate to the Product Record for Product A in Salesforce CPQ.

\* Locate the Asset Amendment Behavior field.

\* Change its value to Allow Refund.

\* Save the changes.

\* Impact of the Change:

\* Sales reps can now amend the quantity of Product A on amendment quotes.

\* The system will process the reduction in quantity without triggering an error, as the refund behavior is explicitly enabled.

\* Verification:

\* Create an amendment quote for a contract involving Product A.

\* Adjust the quantity of Product A and confirm that the amendment processes successfully without errors.

References:

This approach is in line with Salesforce CPQ guidelines on managing amendments for asset-based products.

### NEW QUESTION # 20

Universal Containers (UC) maintains a large Product catalog with more than 500 Products. Ten Products from various Product Famines are frequently requested and purchased by UC's customers and must be easy to find for users.

Mow should the admin meet the requirement?

- A. Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.
- B. Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.
- **C. Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products.**
- D. Set the Sort Order for each of the ten Product records to a numeric value that is greater than any other Product.

**Answer: C**

## NEW QUESTION # 21

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