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### Salesforce Certified CPQ Specialist Sample Questions (Q77-Q82):

#### NEW QUESTION # 77

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. Create a filter Product Rule that uses the is Deluxe c field.
- 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. Change the is Deluxe\_\_c field to a picklist with the values "True" and "False".

**Answer: A,B**

#### NEW QUESTION # 78

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

- A. None
- B. Disabled
- C. Required
- D. Allowed
- E. Configurable

**Answer: A,C,D**

#### NEW QUESTION # 79

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- B. Set the Order By field on the Quote Line to Product Family.
- C. Enable Allow Multiple Orders from a checkbox on the Quote.
- D. Set the Order By field on the Quote to Product Family.

**Answer: B**

#### NEW QUESTION # 80

An Admin created a picklist field on the Product Option object called Picklist123\_\_c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123\_\_c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123\_\_c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- B. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.
- C. Create field Picklist123\_\_c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- D. Create a Workflow Rule that updates the Product Option field upon entering configuration.

**Answer: C**

#### NEW QUESTION # 81

A User at Universal Containers has created a new quote on Opportunity Z, which includes a fixed price subscription product. The Opportunity has been updated to Closed/Won, and the "Contracted" checkbox is marked TRUE; however, the contract is not generated. Which fields are likely causing the issue?

- A. Subscription Term and End Date
- B. Primary and Subscription Term

- C. Primary and Start Date
- D. Primary, Subscription Term, and End Date

**Answer: C**

## NEW QUESTION # 82

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