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Salesforce Certified CPQ Specialist Sample Questions (Q56-Q61):

NEW QUESTION # 56
An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.
Which setting should the Admin change to meet the business requirement?

- A. Set the Product field Asset Amendment Behavior picklist to Allow Refund.
- B. Set the Account field Renewal Model to Asset Based.
- C. Set the Product field Asset Conversion picklist to One per Unit.
- D. Set the CPQ Package setting Renewal Model to Asset Based.

Answer: C

NEW QUESTION # 57
Universal Containers designates all miscellaneous components with a Product Family that equals MISC. The admin wants to

automatically exclude these components from the output document.
What should the admin do to meet this requirement?

- A. On the Quote Template record, set the Show Bundled Products checkbox to False.
- B. On the Template Section record, set filter fields to Product Family, Not Equals, and MISC.
- C. On each Product record with a family set to MISC, set the Component checkbox to True.
- D. On the Quote Template record, set the Show All Package Products checkbox to True.

Answer: A

NEW QUESTION # 58

A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales reps first attempt to contract the Order.
What are three troubleshooting steps an admin should take to identify the issue7 Choose 3 answers

- A. Confirm that each of the Order Products have been activated.
- B. Ensure the Order Start Date is later than the Opportunity Close Date.
- C. Verify that the related Opportunity is in Closed/Won status.
- D. Ensure there is at least one subscription-based Order Product on the Order.
- E. Check recent Apex Jobs to identify any errors in the contracting process.

Answer: A,D,E

NEW QUESTION # 59

Universal Containers (UC) sells product A with a tiered pricing model using a discount scheduled three discount tiers. UC signed an agreement that gives a client a 50% discount on product A with a flat rate for the next calendar year overriding the current discount schedule.
Which set of actions would meet these requirements?

- A. Create a price book for this client with a price book entry at half the price for Product A and create Flow that assigns this price book to all opportunities for this client.
- B. Create a price rule that applies the 50% discount to the List Price and inserts it into the Customers price field on the quote line when the account associated with the quote is this client.
- C. Create a product rule that clears the discount schedule an injects 50% into the Additional Discount field on the quote line for product A when the account associated with the quote is this client.
- D. Create a discount scheduled with the single discount tier at 0% discount and associated it with contracted Price giving 50% discount to product A on this client's account record.

Answer: D

NEW QUESTION # 60

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.
How should the admin set up these requirements for the users?

- A. Set Mm Options for Maintenance to one. Set Mm Options to zero and Max Options to two for Support.
- B. Set Mm Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- C. Set Max Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- D. Set Min Options and Max Options to zero for Maintenance-Set Mm Options to zero and Max Options to two for Support.

Answer: B

NEW QUESTION # 61

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