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Salesforce Certified CPQ Specialist Sample Questions (Q118-Q123):

NEW QUESTION # 118
Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.
What should the admin configure in the product to meet this requirement?

- A. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__5ubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- B. When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- C. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- D. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.

Answer: C

Explanation:
Requirement:
* Sell a non-renewable support SKU in 1-month increments, with the ability to cancel before the agreed end date.
Solution:
* SubscriptionType = One-Time: Ensures the product is treated as a one-time charge, not renewable.
* SubscriptionTerm = Number of Months: Allows the quote to define the length of the support agreement.
Why Other Options Are Incorrect:
* A and C: These configurations do not align with the requirement to sell support in defined monthly increments.
* D: Marking the product as Renewable contradicts the requirement that the product is non-renewable.
Salesforce CPQ Reference:
* SubscriptionType and SubscriptionTerm fields are detailed in the Subscription Products configuration guide .

NEW QUESTION # 119
Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.
The Product has been configured as such:
Which product and option configuration will attain the required pricing?

- A. \Users\Admin\Desktop\Data\data\Untitled.jpg
- B. \Users\Admin\Desktop\Data\data\Untitled.jpg
- C. \Users\Admin\Desktop\Data\data\Untitled.jpg
- D. \Users\Admin\Desktop\Data\data\Untitled.jpg

Answer: B

Explanation:
Set the price book entry = $100 and, 2) set the following field on product/bundle is minimum

NEW QUESTION # 120
A customer is implementing CPQ to support two languages.
Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- B. Configuration Attribute picklist values
- C. The Feature Name field on the Configure Products page
- D. HTML Template Content in the Quote document

Answer: C,D

NEW QUESTION # 121
Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.
How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.
- B. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.
- C. Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- D. Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFietdSetName on the Quote object that returns the appropriate field set the user's profile.

Answer: B

Explanation:
Requirement:
* Different profiles need to see distinct sets of fields in the Quote Line Editor.
Solution:
* Create two field sets on the Quote Line object, one for each profile.
* Use a text formula field named EditLinesFieldSetName on the Quote object to dynamically return the appropriate field set name based on the user's profile.
Why Other Options Are Incorrect:
* A & B: Field sets must be created on the Quote Line object, not the Quote object.
* D: This duplicates C but introduces a typo or incorrect description in the explanation.
Salesforce CPQ Reference:
* Field set configurations for the Quote Line Editor are detailed in CPQ Field Configuration Documentation .

NEW QUESTION # 122

A subscription product that was newly created falls to display In the Product Selection screen when users search for It What are three possible reasons for this behavior? Choose 3 answers

- A. The Component checkbox is TRUE on the Product record.
- B. The Product Is missing a related Cost record.
- C. The Active checkbox Is FALSE on the Product record.
- D. The Optional checkbox is TRUE on the Product record.
- E. The Product is missing a Pricebook Entry for the Quote's Pricebook.

Answer: A,C,D

NEW QUESTION # 123

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