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### Salesforce Certified CPQ Specialist Sample Questions (Q41-Q46):

#### NEW QUESTION # 41

An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:

Option 1:  
Optional SKU = Small Storage Container  
Unit Price = \$2.00  
Quantity = 10  
Selected = True  
Bundled = False

Option 2:  
Optional SKU = Medium Storage Container  
Unit Price = \$4.00  
Quantity = 10  
Selected = False  
Bundled = False

Option 3:  
Optional SKU = Custom Box Label  
Unit Price = \$0.05  
Quantity = 100  
Selected = False  
Bundled = True

Option 4:  
Optional SKU = Shipping  
Unit Price = \$7.50  
Quantity = 1  
Selected = True  
Bundled = True

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

- A. \$37.50
- **B. \$25.00**
- C. \$5.00
- D. \$17.50

**Answer: B**

Explanation:

Bundle Configuration:

\* Small Storage Container (Option 1):  $\$2.00 \times 10 = \$20.00$

\* Shipping (Option 4): \$7.50 (bundled).

\* Other Options (Option 2 and Option 3):

\* Medium Storage Container: Not selected.

\* Custom Box Label: Not selected.

Calculation:

\* Bundle Parent Product Price: \$5.00

\* Total Price: \$5.00 (bundle) + \$20.00 (Option 1) + \$7.50 (Option 4) = \$25.00

Why Other Answers Are Incorrect:

\* A: Ignores bundled Option 4 price.

\* C: Includes non-selected options in the total.

\* D: Excludes all Option prices, which is inaccurate.

Salesforce CPQ Reference:

\* Bundling logic and pricing are covered under Bundle Configuration Guidelines .

## NEW QUESTION # 42

A Quote Template has Template Sections related to these types of Template Content:

\* Template Top

\* Line Items

\* HTML

\* Quote Terms

The Admin has associated these Template Content records to four Template Sections.

Which three statements are valid about these types of Template Content? (Choose three.)

- **A. Template Top is the only section that can show Billing/Shipping info.**
- B. Line Items can be added into an HTML section.

- C. Line Items are either displayed as Standard or with Price Dimensions.
- D. Template Top and HTML are fully code-customizable.
- E. Quote Terms can be dynamic if Term Conditions are defined.

**Answer: A,D,E**

#### NEW QUESTION # 43

Universal Containers wants to show a custom text field with the API name Additional\_Text\_\_c on the Quote Document. This field already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. `{!SBQQ__Quote__r.Additional_Text__c}`
- B. `{!quote__r.Additional_Text__c}`
- C. `{!quote.Additional_Text__c}`
- D. `{!SBQQ__Quote__c.Additional_Text__c}`

**Answer: C**

#### NEW QUESTION # 44

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, and error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers

- A. Q Validation Rules on the Opportunity Product silently fail.
- B. Only Products with a price greater than zero sync to the Opportunity.
- C. Some Products are missing Price Book Entries.
- D. Only Products with an Effective Quantity greater than or less than zero sync to the Opportunity.
- E. Exclude from Opportunity is checked on the Product record.

**Answer: A,B,D**

#### NEW QUESTION # 45

The Admin has set up a yearly price dimension on Product Z.

The User has added Product Z to a quote with a

30-month subscription term and sees that Year 3 is the partial segment, but the customer requires Year 3 to be a full year. What steps should the Admin take to enable the User to choose which year represents the partial segment?

- A. Place the "Partial Segment" field into the Segmented Line Editor field set on the Quote Line object.
- B. Place the "First Segment Term End Date" field into the Line Editor field set on the Quote object.
- C. Place the "Subscription Term" field into the Segmented Line Editor field set on the Quote Line object.
- D. Place the "Start Date" and "End Date" fields into the Segmented Line Editor field set on the Quote Line object.

**Answer: B**

#### NEW QUESTION # 46

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