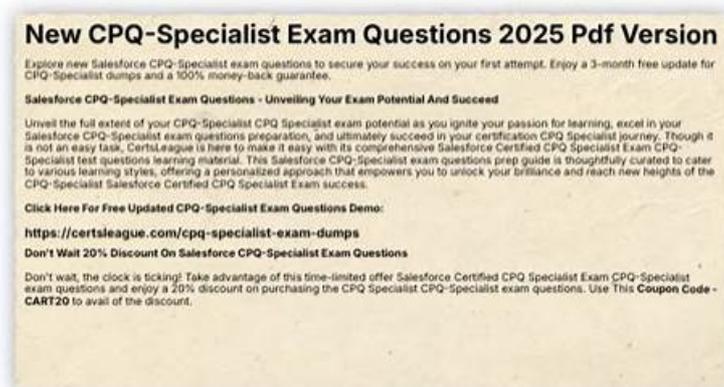# Reliable CPQ-Specialist Dumps Questions, Test CPQ-Specialist Collection Pdf

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Salesforce Certified CPQ Specialist Sample Questions (Q42-Q47):

NEW QUESTION # 42
Universal Containers is utilizing Lookup Price Rules to pull Daily Rate values from the Rental Rates object. After activating the Price Rule, the admin notices the Daily Rate value remains blank, but the user is still able to save the quote.
Which aspect of the Price Rule should the admin review to identify the underlying issue?

- A. Confirm the Lookup Queries of the Price Rule are configured to pull only a single referenced value from the Lookup object.
- B. Confirm the Conditions of the Price Rule are configured accurately based on expected behavior,
- C. Confirm the Tested Field(s) referenced In the Lookup Queries of the Price Rule exist on the Lookup object.

- D. Confirm the API Name selected in the SBQQ__LookupObject__c field on the Price Rule record Is Inputted accurately.

Answer: D

NEW QUESTION # 43
When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.
How is the approval order determined?

- A. The Approval Chains start the same time and are completed independent of other chains.
- B. The Approval Chain with the lowest Approval Step is completed first.
- C. The Approval Chains are completed in the order displayed on screen.
- D. The Approval Chain with the lowest Final Approval Step value is completed first.

Answer: D

NEW QUESTION # 44
An Admin is working on a primary Quote attached to an Opportunity. The Pricebook & currency on the Quote & opportunity match. However, not all products from the Quote are being transferred to the opportunity, & no error message is displayed. Which 3 reasons explain why these Products failed to create Opportunity Products? Choose 3 answers.

- A. "Exclude from Opportunity" is marked on the Product record.
- B. Products with an effective quantity of zero do not transfer to the opportunity.
- C. Products with a Price of zero do not transfer to the Opportunity.
- D. Validation Rules on the Opportunity product silently fail.
- E. No valid pricebook entry can be found for these products.

Answer: A,D

NEW QUESTION # 45
Universal Containers wants to allow customers to return and receive credit for asset Products.
How should the admm meat the requirement?

- A. Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.
- B. Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.
- C. Edit the Quantity field on the Asset record to reflect the updated Quantity.
- D. Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.

Answer: B

Explanation:
Requirement:
* Allow customers to return asset Products and receive credit.
Solution:
* Setting the Asset Amendment Behavior to Allow Refund enables the product to be reduced in quantity on an Amendment Quote.
* Reducing the Quantity on the Amendment Quote triggers a refund process in CPQ.
Why Other Options Are Incorrect:
* A: Negative quantities are not a supported standard in Amendment Quotes.
* C & D: Asset records should not be manually edited as changes must flow through Quotes and Orders.
Salesforce CPQ Reference:
* Refund handling and Asset Amendment Behavior are described in Amendment and Renewal Processes .

NEW QUESTION # 46
Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates.
How can a CPQ Specialist meet this business requirement?

- A. Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- B. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.
- C. Separate Quotes must be created for each unique Start Date.
- D. Set both the Order by Quote Line Group and Ordered checkboxes to True.

Answer: B

NEW QUESTION # 47
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