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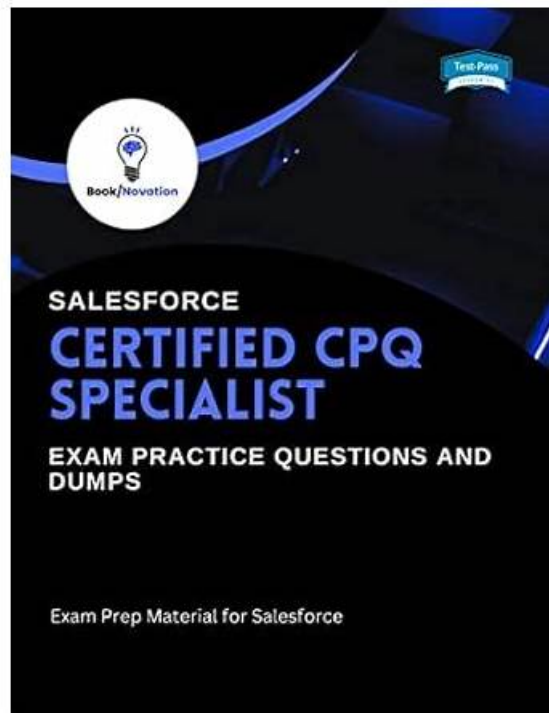
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Salesforce Certified CPQ Specialist Sample Questions (Q73-Q78):

NEW QUESTION # 73
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. Ensure the Order Start Date is later than the Opportunity Close Date.
- B. Verify that the related Opportunity is in Closed/Won status.
- C. Check recent Apex Jobs to identify any errors in the contracting process.
- D. Confirm that each of the Order Products have been activated.
- E. Ensure there is at least one subscription-based Order Product on the Order.

Answer: C,D,E

NEW QUESTION # 74
An Admin has created a configuration attribute on Product Z, created a twin field on the Quote line object, then added it into the Quote Line Editor so the User can change the value after configuration. What must the Admin do to update the value of the configuration attribute when the User reconfigures Product Z?

- A. Create a Workflow Rule that updates the Product Option field upon entering configuration.
- B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product option field.
- C. The value is auto-mapped back to the Product option field when the user enters configurations.
- D. Create a Product Option formula field named Attribute Mapping that returns a comma-separated string of the field name and value pairs.

Answer: B

NEW QUESTION # 75
Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

- A. Set the Quote Line Visibility field to Always on the Product Option.
- B. Select the Bundled checkbox on the Product Option.
- C. Set the Quote Line Visibility field to Editor Only on the Product Option.
- D. Select the Hidden checkbox on the Product Option.

Answer: C

NEW QUESTION # 76
Composite Summary Variables are Summary Variables that are combined with an additional calculation?

- A. False
- B. True

Answer: B

NEW QUESTION # 77

Universal Containers sells a total of 100 Products. Thtrt art 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirement?

- A. Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- B. Create one Price Book that contains all 100Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- C. Create two Price Books: one General Access Price Book withthe 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePrIcebookld__c on the Opportunity.
- D. A Create two Price Books: oneGeneral Access Price Book with the 30 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

Answer: D

NEW QUESTION # 78

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