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Salesforce Certified CPQ Specialist Sample Questions (Q134-Q139):

NEW QUESTION # 134

Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product.
How can the Admin meet this requirement?

- A. Create a new renewal Product, then link it to the end-of-life Product by using the Renewal Product lookup.
- B. Create an end-of-life checkbox on the Product, then create a Search Filter to exclude any Product marked end-of-life from Product Selection.
- **C. Deactivate the Product since CPQ allows inactive Products to be renewed.**
- D. Delete the Product so it is unavailable for new business Quotes.

Answer: C

NEW QUESTION # 135

Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes.

How can this agreement be configured to set the Regular Price for this customer?

- A. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.
- **B. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.**
- C. Create a Discount Schedule and add it to the Discount Schedule field on Product A.
- D. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.

Answer: B

NEW QUESTION # 136

Universal Containers (UC) has a required Configuration Attribute for Color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the Admin need to create the Color field to meet this requirement?

- **A. Product Option, Quote Line**
- B. Product, Product Option
- C. Product, Quote Line
- D. Quote Line, Asset

Answer: A

Explanation:

Explanation

NEW QUESTION # 137

Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors' business units (child accounts).

Product A has a product family of Storage and a list price of \$300. The parent account has a Contracted Price set to \$200 and a filter based on the product family of Storage.

Which two ways can the Admin set Product A back to list price on a business unit account? (Choose two.)

- A. Set Ignore Parent Contracted Prices to True on the Parent Contracted Price.
- **B. Set Ignore Parent Contracted Prices to True on the business unit account record.**
- **C. Create a new Contracted Price for Product A on the business unit account with a price of \$300.**
- D. Create a new Contracted Price record for Product A on the business unit account and set its Ignore Parent Contracted Prices to True.

Answer: B,C

NEW QUESTION # 138

"UC offers Container B as one of the configurable options of Container A.

Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is

selected.

- B. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- C. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."
- D. Create a bundle with Container B and options X, Y, and Z as product options for Container A.

Answer: C

NEW QUESTION # 139

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