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Salesforce Certified CPQ Specialist Sample Questions (Q71-Q76):

NEW QUESTION # 71
Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.
Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. Update Percent of Total Target on Warranty to Standard Warranty.
- B. Update Percent of Total Category on the hardware products to Hardware.
- C. Update Percent of Total (%) on the hardware products to 10.
- D. Update Percent of Total Base on Warranty to Net Price.

Answer: D

NEW QUESTION # 72
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, 9nd aero emor messages are displayed.
Which three reasons explain why these Products failed to create Opportunity Products?
Choose 3 srewers

- A. Q Validation Rules on the Opportunity Product silently fail.D, Only Products with a price greater than zero sync to the Opportunity,
- B. Only Products with an EFfectrve Quantity greater than or less than zero syfK to the Opportunity-
- C. Some Products we missing Rice Book Entries.
- D. Exclude fror Opportunity is checked on die Product record.

Answer: A,B,D

Explanation:
Issue Analysis:
* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.
Reasons for Failure:
* B: Products with an Effective Quantity of zero are excluded from syncing.
* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.
* D: Products with a price of zero do not sync by default.
Why Other Options Are Incorrect:
* A: Missing Price Book Entries prevent quoting entirely, not syncing issues.
* E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.
Salesforce CPQ Reference:
* CPQ guidelines for syncing Quote Lines to Opportunity Products .

NEW QUESTION # 73
How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Active checkbox on Reconfigure Line Custom Action to False.
- B. Set the Configuration Type to Disabled.
- C. Set the Configuration Type to Allowed and Configuration Event to Add.
- D. Set the Configuration Type to Allowed and Configuration Event to Always.

Answer: C

NEW QUESTION # 74

The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the calculator?

- A. Re-execute the Post Install Script in Package settings to ensure the Calculator Referenced Fields are up- to-date.
- B. Revoke the Advanced Calculator and re-authorize the Calculation Service.
- C. The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.
- D. Rename the custom field label, then recreate the Price Action to reference the new field label.

Answer: A

Explanation:
Issue Context:
* The custom field is not being updated by the Price Rule even after enabling triggers in the CPQ Package Settings.
Root Cause:
* After creating new fields or updates, the Post Install Script must be executed to register custom fields in the Calculator Referenced Fields list.
Solution Steps:
* Navigate to Setup > Installed Packages > Salesforce CPQ.
* Locate the Post Install Scripts section and click Run.
* Test the Price Rule again to verify that the custom field is updated correctly.
Salesforce CPQ Documentation Reference:
* Custom fields must be registered with the calculator for the Price Rule engine to interact with them properly.

NEW QUESTION # 75

An admin has created a text field Configuration Attribute for Bundle A.
The admin wants the attribute to start with a dynamic value the moment the configuration page loads.
Which steps should the admin take to meet this requirement?

- A. Create a Process Builder to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.
- B. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- C. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.
- D. Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.

Answer: A

NEW QUESTION # 76

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