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Salesforce Certified CPQ Specialist Sample Questions (Q103-Q108):

NEW QUESTION # 103
An admin has a requirement within a specific bundle to ensure that Product 8 is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked.

What does the admin need to adjust so the Product Rule fires as expected?

- A. Set System field to True on Product Option record for Product A.
- B. Set System field to True on Product Option record for Product B.
- C. Set Apply Immediately to True on Product Option record for Product B.
- D. Set Apply Immediately to True on Product Option record for Product A.

Answer: D

NEW QUESTION # 104

Universal Contamars wants to geva a 23S discount on a specific Product Option purchased in the big Box bundla.
In which two ways could tha admin configura CPQ to automatically apply this discount9 Choosa 2 answars

- A. Sat Oiscountad by Packaga to TRUE on tha Product Option for tha bundla.
- B. Sat tha Option Oiscount (H) ftald on tha Product Option for tha bundla.
- C. Create a Price Rule that application the 25% discount whan tha product is addad as part of tha bundla.
- D. Sat tha Option Discount (%) ftald on tha Product Faatura for tha bundla.

Answer: A,C

NEW QUESTION # 105

Universal Containers has a quote with the following Process Inputs. The Admin wants questions that change dynamically based on answers to previous questions. For the first question, if the answer to "What businessproblem are you solving" is: Consolidated IT, then Server Types should be shown as the only next question. If the answer is "Manage Time & Express," then Deployment Options and Commercial Segment should be shown and Server Types should be hidden. How should the quote process be set up to meet this requirement?

- A. Create a Process Input Condition on Server Types Where Business Solution equals Consolidated IT.
  Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manager Time & Expense.
- B. Create a Process Input Condition on Server Types where Business Solution equals Consolidated IT.
  Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.
- C. Create a Process Input Regulation on Server Types where Business Solution equals Consolidated IT.
  Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.
- D. Create a Process Input Condition on Business Solution where Server Types equals Consolidated IT.
  Create a Process Input Condition on Deployment Options and Commercial Segment where BusinessSolutions equals Manage Time & Expense.

Answer: B

NEW QUESTION # 106

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

Answer: B

NEW QUESTION # 107

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle.
Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Product Features,Maintenance and Support. The Support feature should have a lower value in the "Number" filed.
- B. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- C. Create two Product Options,Maintenance and Support. The Support option should have a lower value in the "Number" field.
- D. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.

Answer: A

NEW QUESTION # 108

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