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Salesforce Certified CPQ Specialist Sample Questions (Q129-Q134):

NEW QUESTION # 129

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- **A. Asset**
- B. Asset and Order Product
- C. Asset and Opportunity Product
- D. Order Product

Answer: A

Explanation:

Scenario Overview:

* Asset Conversion is set to One per Unit, so each unit sold creates a separate Asset record.

Object Relationships:

* During Order and Contract processes:

* Order Product: Reflects the total quantity of Product A as a single record.

* Asset: Creates two Asset records, one for each unit.

Validation:

* Confirm that the Asset records show separate entries for each unit sold, while other objects (e.g., Order Product) do not duplicate records.

NEW QUESTION # 130

Universal Containers sells a subscription Product Z that is sold in yearly segments, but would like to prevent the User from discounting the first segment.

How should the CPQ Admin ensure the User will not be able to discount the first segment? Choose one answer

- A. Write a Price Rule to inject 0 into Additional Discount when Product Code = Product Z and Initial Segment = True.
- B. Set First Segment Term Editable to Only Custom Segments in the yearly Price Dimension record.
- **C. Write a Price Rule to run when Product Code = Product Z and Segment Index = 1, with a Price Action setting Non Discountable to True.**
- D. Create two Price Dimensions, then set Non Discountable to False on the first Price Dimension.

Answer: C

NEW QUESTION # 131

"UC wants to show a custom text field on their Quote Document. This field with API name Additional_Text__c already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. {!quote__r.Additional_Text__c}
- B. {!SBQQ__Quote__c.Additional_Text__c}
- C. {!SBQQ__Quote__r.Additional_Text__c}"
- **D. {!quote.Additional_Text__c}**

Answer: D

NEW QUESTION # 132

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different?

Choose 2 answers

- **A. The Quote Line is on an amendment Quote and has a different Quantity from its original Quote Line.**
- B. The Quote Line's Product has Pricing Method set to Block.
- **C. There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.**
- D. The Quote Line's Product has Asset Conversion set to One Per Unit.

Answer: A,C

Universal Containers has the following Discount Schedule attached to product L. Product L is a Product Option for two bundles, A and B.

In Bundle B, Product L has a Quantity of 8. On this Quote, however, both Product Options are being discounted using the second tier in the table above. Which two actions allow both Product Options to be discounted using the first tier?

- Answer: B,C**

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