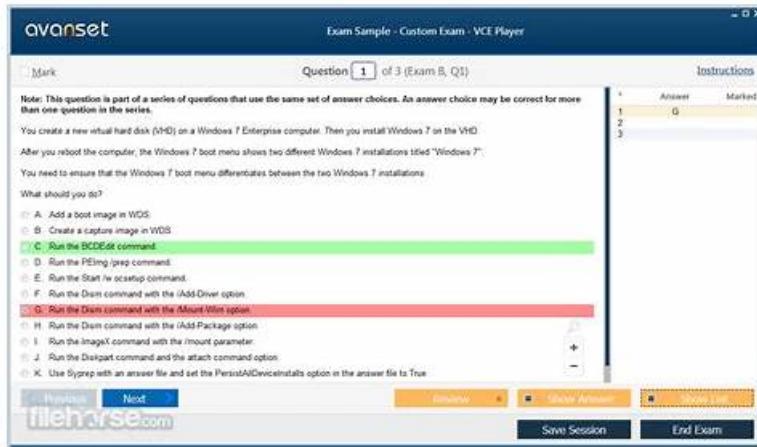


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## Salesforce Certified CPQ Specialist Sample Questions (Q116-Q121):

### NEW QUESTION # 116

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle. How should the Admin meet this requirement?

- A. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD. Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR. On both Product Option records, set the Required field to True.
- B. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the System field to True.
- C. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Bundled field to True.
- D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Selected field to True.

**Answer: C**

Explanation:

\* Requirement Overview:

\* A product priced at 100 USD and 95 EUR needs to be included as part of a bundle.

\* Solution:

\* Bundled Products: Setting the Bundled field to True ensures the product is included in the bundle's total price.

\* Configure the Price Book Entries with the required prices for the respective currencies.

\* Steps to Configure:

\* Navigate to the Product in the 2019 Price Book.

\* Set 100 USD and 95 EUR as the Price Book Entries.

\* On the Product Option, mark the Bundled field as True.

\* Validation:

\* Test the bundle by adding it to a Quote and verifying the correct pricing behavior.

### NEW QUESTION # 117

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- B. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- C. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- D. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

Answer: C

### NEW QUESTION # 118

An Admin is working on a primary Quote attached to an Opportunity. The Pricebook & currency on the Quote & opportunity match. However, not all products from the Quote are being transferred to the opportunity, & no error message is displayed. Which3 reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers.

- A. Products with an effective quantity of zero do not transfer to the opportunity.
- B. "Exclude from Opportunity" is marked on the Product record.
- C. Validation Rules on the Opportunity product silently fail.
- D. No valid pricebook entry can be found for these products.
- E. Products with a Price of zero do not transfer to the Opportunity.

Answer: B,C

### NEW QUESTION # 119

The Universal Containers Admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The Admin planned to use a roll-up summary field on the Quote to average the Quote Line Approval Score field. The Admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which CPQ functionality should the Admin use to resolve the issue?

- A. Create a trigger to populate the average Approval Score.
- B. Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.
- C. Create a Workflow Rule with a Field Update to populate the average Approval Score.
- D. Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.

## Answer: D

### NEW QUESTION # 120

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

- A. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- B. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.
- C. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.
- D. Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.

## Answer: D

Explanation:

Requirement:

\* Organize quoted products by project milestones and generate a separate Order for each Quote Line Group.

Solution:

\* Use Salesforce automation to set the Order by Quote Line Group field on the Quote. This ensures the system generates separate Orders based on the grouping in the Quote Line Editor.

Why Other Options Are Incorrect:

- \* B: Relying on notes is manual and error-prone, lacking automation for generating separate Orders.
- \* C: Validation Rules prevent specific actions but do not help organize Orders by Quote Line Group.
- \* D: Custom picklist fields are unnecessary when Order by Quote Line Group exists as a standard feature.

Salesforce CPQ Reference:

\* The Order by Quote Line Group feature is outlined in Order Management Configuration .

### NEW QUESTION # 121

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