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Salesforce Certified CPQ Administrator Sample Questions (Q85-Q90):

NEW QUESTION # 85

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page.

Which solution meets the business requirement without creating a separate Price Book?

- **A. Create multiple bundles with validation Product Rules.**
- B. Create a bundle with a Configuration Attribute.
- C. Create a Hidden Filter in Product Selection based on Profile.
- D. Create a Filter Product Rule.

Answer: A

Explanation:

Requirement Overview:

* Each sales team needs access to a specific subset of products without requiring separate Price Books.

Solution:

* Use multiple bundles with validation Product Rules to restrict access to specific products based on user criteria (e.g., Profile or custom field).

* This avoids the need to create and manage separate Price Books for each team.

Steps to Configure:

* Create a bundle for each subset of products.

* Use Product Rules to validate and restrict access based on sales team criteria.

Validation:

* Test the Product Selection page to ensure that each sales team can access only their specific subset of products.

NEW QUESTION # 86

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- A. Keep Bundle Together
- **B. Visualize Product Hierarchy**
- C. Enable Product Option Drawer
- D. Preserve Bundle Structure

Answer: B

Explanation:

Requirement:

* Sales reps need to identify Product Options linked to Quote Lines in the Quote Line Editor.

Solution:

* Enabling Visualize Product Hierarchy organizes Quote Lines based on their position within the bundle, displaying the parent-child relationship.

Why Other Options Are Incorrect:

* A: The Product Option Drawer enables detail viewing but does not organize Quote Lines.

* B: Preserve Bundle Structure applies to output documents, not the Line Editor.

* D: Keep Bundle Together affects grouping but not hierarchy visualization.

Salesforce CPQ Reference:

* Hierarchy settings are covered in the Quote Line Editor Configuration documentation .

NEW QUESTION # 87

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?

- **A. Create a new contracted price for Product A on the business unit account with a price of \$300.**
- **B. Set Ignore Parent Contracted Prices to true on the business unit account record.**
- C. Set Ignore Parent Contracted Prices to true on the parent contracted price.
- 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: A,B

Explanation:

Requirement:

* Set Product A's price back to its List Price (\$300) for a business unit account while ignoring parent account contracted pricing.

Solution Steps:

* Option B: Create a new contracted price record for Product A at \$300 for the business unit account.

* Option D: Mark the Ignore Parent Contracted Prices checkbox as TRUE on the business unit account to override inherited contracted pricing.

Why Other Options Are Incorrect:

* A: This would affect all contracted prices under the parent account, which is not the desired behavior.

* C: Creating a new contracted price with Ignore Parent Contracted Prices set to TRUE is redundant; the account-level setting (D) achieves this.

Salesforce CPQ Reference:

* Contracted Pricing functionality, including parent-child account handling, is outlined in CPQ Pricing Guidelines .

NEW QUESTION # 88

Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.

How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- B. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- C. Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- D. Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFieldSetName on the Quote object that returns the appropriate field set the user's profile.

Answer: A

Explanation:

Requirement:

* Different profiles need to see distinct sets of fields in the Quote Line Editor.

Solution:

* Create two field sets on the Quote Line object, one for each profile.

* Use a text formula field named EditLinesFieldSetName on the Quote object to dynamically return the appropriate field set name based on the user's profile.

Why Other Options Are Incorrect:

* A & B: Field sets must be created on the Quote Line object, not the Quote object.

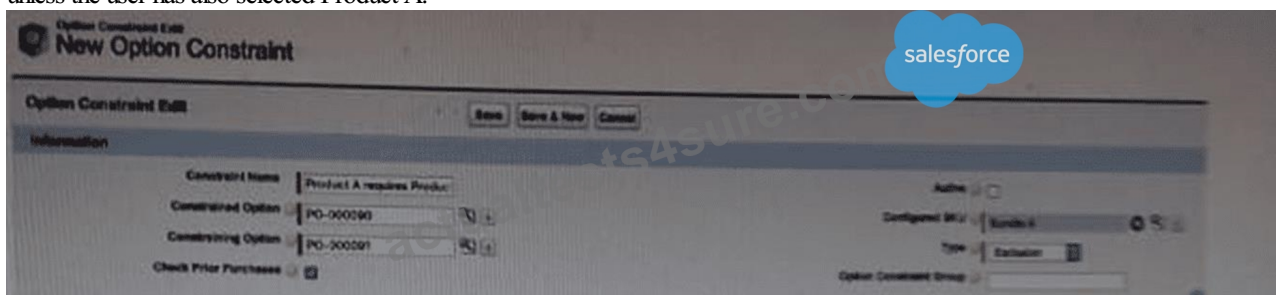
* D: This duplicates C but introduces a typo or incorrect description in the explanation.

Salesforce CPQ Reference:

* Field set configurations for the Quote Line Editor are detailed in CPQ Field Configuration Documentation .

NEW QUESTION # 89

An admin is setting up multiple Option Constraints. When configuration the bundle, a user should be unable to select Product B unless the user has also selected Product A.



What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

- A. type should be dependency.
- B. Option Constrain Group should be populated.
- C. Check Prior purchases should be set to False.
- D. The Active checkbox should be set to True.

Answer: A,D

Explanation:

Requirement Overview:

* Prevent the user from selecting Product B unless Product A is also selected in the bundle.

Key Configurations:

* Type = Dependency: Ensures that one Product is dependent on the selection of another.

* Active = True: Activates the Option Constraint for use in the configurator.

Steps to Configure:

* Navigate to the Option Constraint record.

* Set the Type to Dependency.

* Mark the Active checkbox as True.

* Define Constrained Option (Product B) and Constraining Option (Product A).

Validation:

* Add the bundle to a Quote and confirm that selecting Product B is only possible when Product A is also selected.

NEW QUESTION # 90

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