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Salesforce Certified CPQ Administrator Sample Questions (Q121-Q126):

NEW QUESTION # 121
An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page. Which updates should the Admin male to meet this requirement

- A. Create feature to the parent product and assign all Option to one of the created features.
- B. Update Option Layout on the parent Product record to Wizard.
- C. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- D. Update option layout on the parent Product record to Sections.

Answer: D

Explanation:
Requirement:
* Users must view and select product options by scrolling on a single page.
Solution Details:
* Setting the Option Layout to Sections groups options into expandable/collapsible sections.
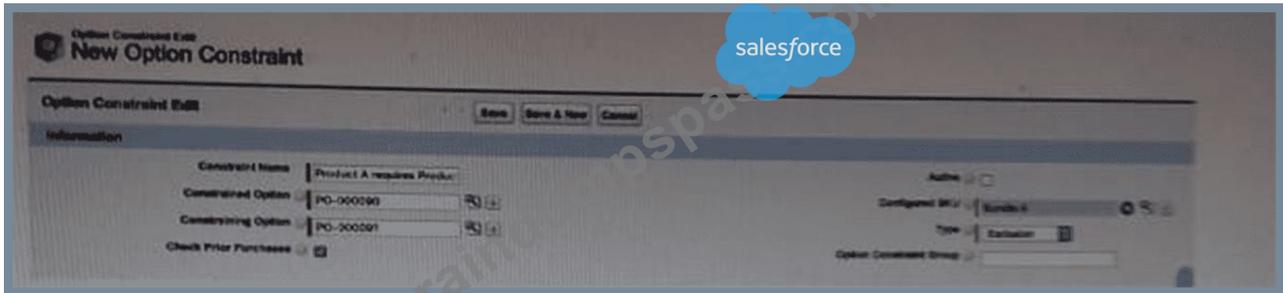* This creates a scrollable view without navigating multiple pages.
Steps to Update:
* Go to the parent Product Record.
* Update the Option Layout field to Sections.
Validation:Test the configuration in the Quote Line Editor. Options should now appear grouped by sections.

NEW QUESTION # 122
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. The Active checkbox should be set to True.
* B. Check Prior purchases should be set to False.
* C. type should be dependency.
* D. Option Constrain Group should be populated.

Answer: A,C

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 # 123
Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes.
Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.
What CPQ functionality can UC's Admin leverage to meet this requirement?

* A. Product Features.
* B. Configuration Attributes.
* C. Option constraints.
* D. Product Options.

Answer: B

NEW QUESTION # 124

Universal Containers (UC) sells its Support SKU both as a stand-alone product and a product option within a bundle. When sold as a stand-alone product, the expected List Unit Price is $1,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to $800.

What should the admin do to meet the requirement?

- A. Enter 800 into the SBQQ_UnitPrice__c field on the product option to define a bundle specific price for the Support SKU.
- B. Create a price rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.
- C. Create a product rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.
- D. Enter 20 into the SBQQ_Discount__c field on the product option to reduce the price from $1,000 to $800.

Answer: A

NEW QUESTION # 125

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created. Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

- A. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- B. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.
- C. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- D. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.

Answer: A

Explanation:
Requirement Overview:
* Northern Trail Outfitters wants future renewals to be reflected in the Opportunity pipeline as soon as a Contract is created.
Solution Details:
* The Renewal Quoted checkbox ensures that the renewal Opportunity is created and linked to the pipeline when the Contract is generated.
Steps to Automate:
* Use a Process Builder or Flow to automatically set the Renewal Quoted checkbox on the Contract upon creation.
Validation:
* Test the process by creating a new Contract and verifying that the renewal Opportunity is added to the pipeline.

NEW QUESTION # 126

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