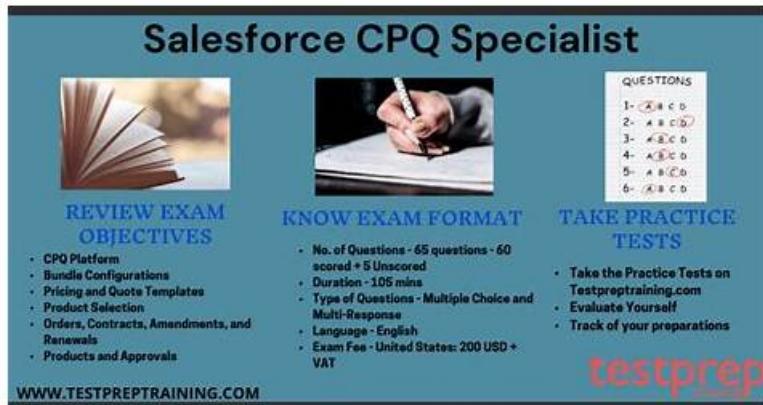# CPQ-Specialist Exam Study Guide & Test CPQ-Specialist Dumps



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## Salesforce Certified CPQ Specialist Sample Questions (Q179-Q184):

**NEW QUESTION # 179**
Universal Containers has Products that should only be selected as part of a bundle How should the admin configure CPQ so users are unable to add this Product outside of a bundle?

- A. Create a Product Rule with a Remove action when the Product i* sold a la carte.
- B. Ensure that the Configuration Event field on the Product is set to Always.
- C. Remove the Product's Pnce Book Entry, then set Unit Price on the Product Option record.

- D. Ensure that the Component checkbox on the Product is set to TRUE.

**Answer: D**

## NEW QUESTION # 180

Universal Container (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product Selection screen.
How can the Admin configure the Product to meet this requirement?

- A. Select the Hidden checkbox on the Product.
- B. Set the Configuration Type field to Allowed.
- C. Select the Component checkbox on the Product.
- D. Set the Asset Conversion field to One per unit.

**Answer: C**

## NEW QUESTION # 181

An Admin has noticed that the proration for their subscription products is not coming out to what they would expect. With a Start Date of January 1, 2017 and End Date of January 1, 2018, the Prorate Multiplier is coming out to 1,083. The CPQ Admin is expecting a Prorate Multiplier of 1,003. What action should the Admin take to correct this pricing issue?

- A. Change the Default Subscription Term on the Quote Line to produce expected proration.
- B. Change the Subscription Term Unit in package settings from Month to Day.
- C. Change the Subscription Prorate Precision in package settings to "Month + Day."
- D. Change the Prorate Calculation field in package settings from Month to Day.

**Answer: C**

## NEW QUESTION # 182

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).
Which Product Selection and Price Book strategy should the admin utilize to meet the requirement**

- A. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special AccessPrice Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID Into the SBQQ__QuotePricebookld__c on the Opportunity.
- B. Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote o(M.ect to prevent selection of a Special Access Product based on the level of User access.
- C. Create one Price Book that contains all 100 Products. Create a custom Product field to designate Genera! Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- D. A Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

**Answer: D**

## NEW QUESTION # 183

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A. Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = Calculator
  Calculator Evaluation Event = Save
- B. Evaluation Scope = Configurator
  Configurator Evaluation Event = Edit
- C. Evaluation Scope = Calculator

<span style="color:red">Calculator Evaluation Event = Edit</span>
- D. Evaluation Scope = Configurator
Configurator Evaluation Event = Save

**Answer: C**

**NEW QUESTION # 184**
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