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## Salesforce Certified CPQ Specialist Sample Questions (Q152-Q157):

### NEW QUESTION # 152

Universal Containers only sells lid Products as part of a container Product. The admin wants to hide all lid Products from Product Selection.

How should the admin set up lid Products?

- A. Include lid Products in the description of container Products.
- B. Set the Product Family value to Accessory.
- C. Check the Hidden checkbox.
- D. Check the Component checkbox.

**Answer: C**

### NEW QUESTION # 153

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

**Answer: D**

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 # 154

An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:

Option 1:  
Optional SKU = Small Storage Container  
Unit Price = \$2.00  
Quantity = 10  
Selected = True  
Bundled = False

Option 2:  
Optional SKU = Medium Storage Container  
Unit Price = \$4.00  
Quantity = 10  
Selected = False  
Bundled = False

Option 3:  
Optional SKU = Custom Box Label  
Unit Price = \$0.05  
Quantity = 100  
Selected = False  
Bundled = True

Option 4:  
Optional SKU = Shipping  
Unit Price = \$7.50  
Quantity = 1  
Selected = True  
Bundled = True



If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

- A. \$37.50
- **B. \$25.00**
- C. \$17.50
- D. \$5.00

**Answer: B**

Explanation:

Bundle Configuration:

- \* Small Storage Container (Option 1):  $\$2.00 \times 10 = \$20.00$
- \* Shipping (Option 4): \$7.50 (bundled).
- \* Other Options (Option 2 and Option 3):
- \* Medium Storage Container: Not selected.
- \* Custom Box Label: Not selected.

Calculation:

- \* Bundle Parent Product Price: \$5.00
- \* Total Price:  $\$5.00$  (bundle) +  $\$20.00$  (Option 1) +  $\$7.50$  (Option 4) =  $\$25.00$
- Why Other Answers Are Incorrect:
- \* A: Ignores bundled Option 4 price.
- \* C: Includes non-selected options in the total.
- \* D: Excludes all Option prices, which is inaccurate.

Salesforce CPQ Reference:

- \* Bundling logic and pricing are covered under Bundle Configuration Guidelines .

#### **NEW QUESTION # 155**

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

- \*The original Subscription
- \*The first amended Subscription
- \*The second amended Subscription

- A. 120, -20, 40
- B. 100, -20, 40
- C. 80, 0, 40
- **D. 100, 80, 120**

**Answer: D**

Explanation:

Scenario Breakdown:

- \* The original subscription starts with 100 licenses.
- \* After the first year, the count decreases to 80 licenses.
- \* After the second year, the count increases to 120 licenses.

Quantity Adjustments:

- \* Original Subscription: The initial agreement is for 100 licenses over 36 months.
- \* First Amendment: Reduces the quantity to 80 licenses for the remaining term after the first year.
- \* Second Amendment: Increases the quantity to 120 licenses after the second year.

Validation:

- \* Salesforce CPQ keeps track of subscription adjustments through the Contract object.
- \* Amendments reflect updated quantities while preserving the history of original and amended subscriptions.

#### **NEW QUESTION # 156**

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500

\$8,600 plus \$7 per unit above 1,000

Which pricing method should the admin select for this service?

- A. Segmented
- B. List
- C. Block
- **D. Tiered**

**Answer: D**

Explanation:

Tiered pricing in Salesforce CPQ applies a cumulative price where each tier has a marginal rate (e.g., \$9 per unit above 100). This matches the scenario: \$1,000 for 0-100 units, then \$9/unit for 101-500, \$8/unit for 501-

1,000, and \$7/unit above 1,000, building on the prior tier's total (e.g., \$4,600 at 500). Option B (Tiered) supports this incremental pricing model. Option A (Block) uses fixed prices per range, not cumulative rates.

Option C (Segmented) isn't a standard CPQ pricing method. Option D (List) applies a flat unit price, ignoring tiers. Salesforce CPQ documentation defines Tiered pricing for this use case. References: Salesforce CPQ Documentation - "Tiered Pricing" and "Pricing Methods".

## NEW QUESTION # 157

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