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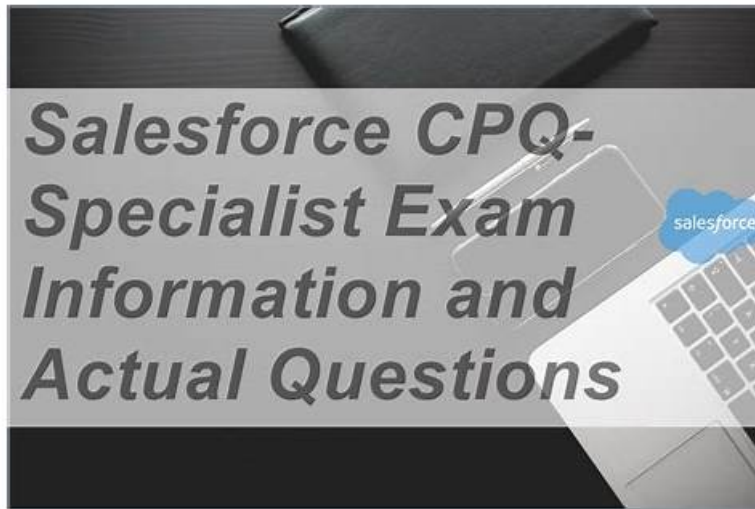
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Salesforce Certified CPQ Specialist Sample Questions (Q31-Q36):

NEW QUESTION # 31
Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. On Calculate
- B. On Calculate and After Calculate
- C. After Calculate
- D. Before Calculate and On Calculate

Answer: C

NEW QUESTION # 32

How do you ensure that the value a user inputs into a Configuration Attribute is preserved so that the user does not need to re-enter it when reconfiguring the bundle at a later time?

- A. Check the "Store Value" checkbox on the Configuration Attribute record
- B. Check the "Store Configuration Attribute Values" checkbox in the Steelbrick package settings
- C. Create a field on the Quote Line object that has the same data type and API name as the field you created on the Product Option object
- D. Add the Configuration Attribute to the ReferencedFields field set

Answer: C

NEW QUESTION # 33

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.
Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

- A. Ensure the Quote's Account lookup is populated.
- B. Check the Quote's Primary checkbox for a value of False.
- C. Ensure the Opportunity's Primary Quote lookup is populated.
- D. Ensure the Quote's Opportunity lookup is populated.
- E. Check the Quote's Primary checkbox for a value of True.

Answer: A,B,C

NEW QUESTION # 34

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.
Which behavior can the admin expect in this scenario?

- A. The value from the first record sorted alphabetically by Name is applied to the Target Field.
- B. The value from the record that was created most recently is applied to the Target Field.
- C. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- D. The Target Field maintains its original value and an error message appears in the Quote Line Editor.

Answer: D

NEW QUESTION # 35

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Allowed and Configuration Event to Add.
- B. Set the Active checkbox on Reconfigure Line Custom Action to False.
- C. Set the Configuration Type to Disabled.
- D. Set the Configuration Type to Allowed and Configuration Event to Always.

Answer: A

NEW QUESTION # 36

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