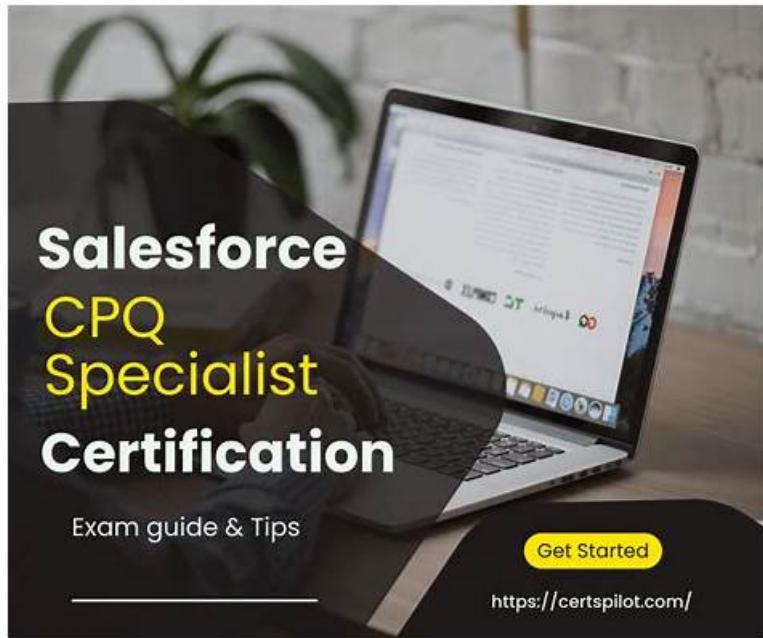


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Salesforce Certified CPQ Specialist Sample Questions (Q37-Q42):

NEW QUESTION # 37

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 three quote lines and subscriptions for the below transactions:

- * The original sale
- * The first amendment

* The second amendment

- A. Quote Line: 100, -20, 40, Subscription: 100, -20, 40
- B. Quote Line: 100, 80, 120, Subscription: 100, 80, 120
- **C. Quote Line: 100, 80, 120, Subscription: 100, -20, 40**
- D. Quote Line: 100, -20, 40, Subscription: 100, 80, 120

Answer: C

Explanation:

In Salesforce CPQ, amendments adjust subscription quantities incrementally. The original sale (Quote Line and Subscription) is 100. The first amendment reduces to 80, a decrease of 20, so the Quote Line is 80 (absolute), and the Subscription delta is -20 (reflecting the change). The second amendment increases to 120, an increase of 40 from 80, so the Quote Line is 120, and the Subscription delta is 40. Subscription quantities in amendments show the net change (-20, 40) rather than absolute values (80, 120), aligning with CPQ's amendment mechanics. Option B correctly reflects this: Quote Lines (100, 80, 120) show user-facing totals, while Subscriptions (100, -20, 40) show deltas. Salesforce CPQ documentation explains this behavior in amendment scenarios. References: Salesforce CPQ Documentation - "Amending Contracts" and "Subscription Quantity Handling".

NEW QUESTION # 38

Universal Containers has decided to mark up prices instead of discounting. Product A is valued at \$10 and Product B is valued at \$20. Product A is a 10% markup and Product B is a 20% markup. Which pricing method would the Admin set up, and what would the final price be for each product?

- A. Cost, Product A price would be \$12, Product B price would be \$24
- B. List, Product A price would be \$11, Product B Price would be \$22
- **C. Cost, Product A price would be \$11, Product B price would be \$24**
- D. List, Product A price would be \$11, Product B price would be \$24

Answer: C

NEW QUESTION # 39

Universal Containers has the following Discount Schedule attached to product L.

Product L is a Product Option for two bundles, A and B.

A user at Universal Containers has added both bundles to a Quote.

In Bundle A, Product L has a Quantity of 7. In Bundle B, Product L has a Quantity of 8.

On this Quote, however, both Product Options are being discounted using the second tier in the table above.

Which two actions allow both Product Options to be discounted using the first tier?

- **A. Move Discount Schedule X from Product L to the corresponding Product Option records in each Bundle.**
- B. Change the Product Option Type for Product L to Related Product in both Bundles.
- **C. Set the Aggregation Scope field on the Discount Schedule to None, as well as uncheck Cross Products.**
- D. Apply a separate discount schedule to the Product Option records in each Bundle.

Answer: A,C

NEW QUESTION # 40

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D.

When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

- A. Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as TRUE
- **B. Set the Discount Schedule on Product Feature A and mark the "Cross Products: Checkbox as TRUE.**
- C. Set the Discount Schedule on Product Feature A and mark the "Cross Products" Checkbox as FALSE.
- D. Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as FALSE

Answer: B

NEW QUESTION # 41

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- A. Create a Feature level Configuration Attribute.
- B. Set the Configuration Attribute with Apply to Product Options to True.
- C. Create a bundle level Configuration Attribute.
- D. Set up a Lookup Price Rule referencing a custom object.

Answer: B,C

NEW QUESTION # 42

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