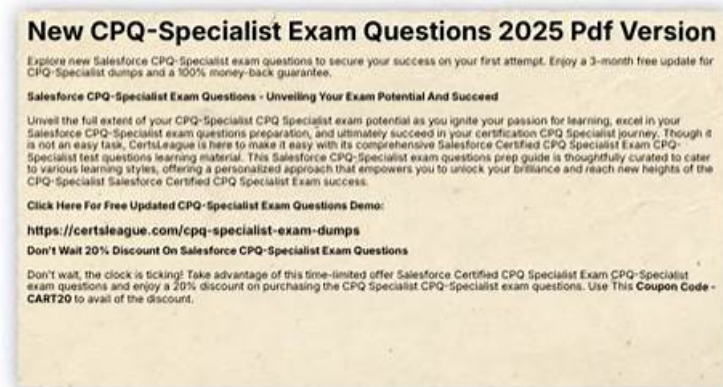# New CPQ-Specialist Exam Format, CPQ-Specialist Valid Exam Discount

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Salesforce Certified CPQ Specialist Sample Questions (Q97-Q102):

NEW QUESTION # 97
Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products.
However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.
Which strategy should UC apply?

- A. Create a Filter Product Rule and Product Action with Type set to Optional Filter.
- B. Set the Default field on the Add Products Custom Action to TRUE.
- C. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- D. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.

Answer: A

Explanation:
To manage a subset of eco-friendly products for opportunities flagged as eco-friendly while allowing flexibility to include all bundles, follow these steps:
Step 1: Create a Filter Product Rule
Filter Product Rules help define dynamic filtering of products displayed during the quoting process.
* Navigate to Product Rules
* Go to Salesforce Setup # Product Rules and click New.
* Set the Type to Filter and define a clear Name such as "Eco-Friendly Product Filter."
* Configure the Filter Logic
* Define the conditions to identify eco-friendly and bundle products.
* Use the Conditions related list to target the relevant product fields (e.g., a custom checkbox for eco-friendly products and a type field for bundles).
* Example condition:
* Field = Eco-Friendly Checkbox
* Operator = Equals
* Value = True
Step 2: Set up the Product Action
Product Actions define what the rule does when triggered.
* Add a Product Action
* In the Product Rule, go to the Product Actions related list and click New.
* Set the Type to Optional Filter. This allows the system to apply the filter by default but enables users to remove the filter and see all bundles.
* Link to Add Products Button
* Make sure this action links to the Add Products custom action.
Step 3: Ensure Opportunity Integration
The Opportunity flagged as eco-friendly must drive this behavior.
* Custom Field Dependency
* Ensure the Opportunity has a field (e.g., Eco-Friendly Checkbox) that can be referenced in the Filter Product Rule or through a related custom formula on the Quote.
* Dynamic Behavior
* When the Opportunity is flagged, the filter is applied dynamically, displaying only eco-friendly and bundle products in the Add Products dialog.
Step 4: Test and Validate
* Test the behavior by flagging different Opportunities as eco-friendly and verifying the Add Products functionality:
* Eco-Friendly flag # Default to eco-friendly products and bundles.
* No flag # All products, including non-eco-friendly bundles, are shown.
Additional Considerations:
* Search Filter IntegrationThe Search Filter can complement this approach by providing additional options for users to refine their selections further.
* User TrainingTrain sales reps on how to toggle the filter manually if needed.
This setup allows Universal Containers to meet its business objectives while maintaining flexibility for its sales team.

NEW QUESTION # 98
Admins at Universal Containers (UC) created an automation that selects the Renewal Forecast and Renewal Quoted checkboxes when a Contract is activated. However, UC has found that amendments to the contract fail to update the Renewal Opportunity. What is the explanation for this result?

- A. The Opportunity Products generated by Renewal Forecast are impeding data flow from the amendment to the renwal.
- B. The Quote generated by Renewal Quoted is impending data flow from the amendment to the Renewal.
- C. Renewal Quoted must be selected after Renewal Forecast has been selected.
- D. Contracts must be deactivated before amendments will update the Opportunity.

Answer: B

NEW QUESTION # 99
Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.
Which Subscription field values should the admin set to meet this requirement?

- A. * Subscription Term: 12
  * Subscription Type: One-Time
  * Subscription Pricing: Fixed Price
- B. * Subscription Term: 12
  * SubscriptionType: Evergreen
  * Subscription Pricing: Fixed Price
- C. * Subscription Term: 1
  * Subscription Type: One-Time
  * Subscription Pricing: Percent of Total
- D. * Subscription Term: 1
  * Subscription Type: Evergreen
  * Subscription Pricing: Percent of Total

Answer: A

NEW QUESTION # 100

An admin has set the Group ReW on one of the Quote templates. On output documents on Quote A, Quote Lmes appear to be grouped incorrertfy.

What are two explanations for this grouping?

Choose 2 answers

- A. Bundles on Quote A contain a Configuration Attribute designating location.
- B. There are Quote Line Groups related to Quote A.
- C. Template Section with Template Content of Line Items type has a value in Group Field.
- D. Modified By field on the user