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Salesforce Certified CPQ Specialist Sample Questions (Q84-Q89):

NEW QUESTION # 84
Universal Containers has a multi-laver bundle with a Percent c# Total option In the first level. This Percer Total option's calculation should be based on other options en the same level.
How should the admin set this up?

- A. Set the Percent of Total Scope field on the Product Option record to a value of Group.
- B. Set the percent of Total Scope field on the Product Option record to a value of Components.
- C. Set the percent of Total Scope field on the product Option record to a value of package.
- D. Set the percent of Total Category field on each Product in the bundle to the same value.

Answer: B

NEW QUESTION # 85

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.
Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Set the Order By field on the Quote to Product Family.
- B. Set the Order By field on the Quote Line to Product Family.
- C. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- D. Enable Allow Multiple Orders from a checkbox on the Quote.

Answer: C

NEW QUESTION # 86

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

Answer: B

Explanation:
* Requirement:
* Prevent users from reconfiguring a bundle after its initial configuration.
* Solution:
* Set Configuration Type to Allowed to permit configuration during initial setup.
* Set Configuration Event to Add to allow configuration only when the product is added, blocking reconfiguration later.
* Why Other Options Are Incorrect:
* A: Disabled blocks all configuration, including initial setup.
* B: Configuration Event = Always allows continuous reconfiguration.
* D: Reconfigure Line Custom Action is unrelated to this requirement.
* Salesforce CPQ Reference:
* Configuration Type and Event settings are documented in Bundle Configuration .

NEW QUESTION # 87

The Admin at Universal Containers received feedback that users are trying to reconfigure bundles on renewals quotes and finding that the Configuration Attribute values are blank and must be manually fixed. This issue is not observed on new business quotes.
What is the cause and possible resolution to this problem?

- A. Preserve Bundle Structure not set up on Contract object; create a workflow rule to automatically set to true.
- B. Configuration Attributes not configured for renewals; check Preserve for Renewals on Configuration Attribute records.
- C. Field mapping not set up; create field on Quote Line with the same API name as the field in the configuration attribute.
- D. Field mapping not set up; create field on Subscription/Asset records with the same API name as field on Quote Line.

Answer: D

NEW QUESTION # 88

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products

up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.
Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- B. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- C. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- D. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

Answer: A

Explanation:
Explanation/Reference:

NEW QUESTION # 89
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