

High Pass-Rate Salesforce - CPQ-Specialist - Test Salesforce Certified CPQ Specialist Cram



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Who should take the Salesforce Certified CPQ Specialist

Typical job roles of a Salesforce Certified CPQ Specialist candidate may include:

- Sales Ops
- IT
- Implementation Consultant
- Technical Architect

Salesforce Certified CPQ Specialist Sample Questions (Q160-Q165):

NEW QUESTION # 160

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page. Which updates should the Admin make to meet this requirement

- **A. Update option layout on the parent Product record to Sections.**
- B. Update Option Layout on the parent Product record to Wizard.
- C. Create feature to the parent product and assign all Option to one of the created features.
- D. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic

Answer: A

NEW QUESTION # 161

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line. What is the cause of this behavior?

- A. The org is using legacy amendment and renewal service.
- B. A Product Rule is preventing the Additional Discount from being edited.
- **C. Additional Discount is a locked field on amendment Quotes.**
- D. The Non Discountable field is marked True on the Product record for the Quote Line.

Answer: C

Explanation:

Scenario Overview:

* The Additional Discount field cannot be edited during amendments by design in Salesforce CPQ.

Explanation:

* Salesforce CPQ locks certain fields on amendment Quotes to preserve the original pricing structure and prevent inconsistencies.

Validation:

* This behavior is standard and cannot be overridden without customizations.

<https://help.salesforce.com/s/articleView?id=000382118&type=1>

NEW QUESTION # 162

Universal Containers wants to prevent a User from putting in a discretionary discount at or above 40 percent on any quote Line. How should the Admin implement this restriction?

- A. An Alter Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.
- B. A Validation Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.
- C. An Alert Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.
- **D. A Validation Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.**

Answer: D

NEW QUESTION # 163

Universal Containers (UC) sells Product A for an initial, fixed price without the need for renewal behavior. UC must be able to track an individual serial number on the Asset record for each Product A sold. Which Product field value should the admin set up to handle this use case?

- **A. Asset Conversion: One Per Unit**
- B. Subscription Type: One-Time
- C. Subscription Price: List Price
- D. Asset Conversion: One Per Line

Answer: A

Explanation:

Requirement:

* Track individual serial numbers for each unit of Product A sold.

Solution Details:

* Asset Conversion Field determines how assets are created from Quote Lines.

* Setting Asset Conversion to One Per Unit creates one Asset record for each unit sold, allowing tracking of individual serial numbers.

Implementation:

* Navigate to the Product Record for Product A.

* Set Asset Conversion to One Per Unit.

Justification:

* This setup aligns with Salesforce CPQ's approach for granular tracking of Assets associated with product sales.

NEW QUESTION # 164

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

- A. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- **B. Leverage Salesforce automation to select the Order by Quote Line Group filed on the Quote.**
- C. Leverage Salesforce automation to set the Ordered By filed on the Quote to a picklist value that represents a custom Quote Line field.
- D. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.

Answer: B

Explanation:

Requirement:

* Organize quoted products by project milestones and generate a separate Order for each Quote Line Group.

Solution:

* Use Salesforce automation to set the Order by Quote Line Group field on the Quote. This ensures the system generates separate Orders based on the grouping in the Quote Line Editor.

Why Other Options Are Incorrect:

* B: Relying on notes is manual and error-prone, lacking automation for generating separate Orders.

* C: Validation Rules prevent specific actions but do not help organize Orders by Quote Line Group.

* D: Custom picklist fields are unnecessary when Order by Quote Line Group exists as a standard feature.

Salesforce CPQ Reference:

* The Order by Quote Line Group feature is outlined in Order Management Configuration .

NEW QUESTION # 165

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