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

NEW QUESTION # 97
Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of $100, even if the calculated amount falls under $100.
Which two steps should the Admin take to meet this requirement? Choose 2 answers

- A. Set the Price Book Entry custom field Percent_of_Total_Target_c to $100.
- B. Create a Price Book Entry of $100 for the product
- C. Set the product's Percent of Total Constraint field to List price is minimum.
- D. Create a Price Book Entry of $0 for the product.

Answer: B,D

Explanation:
Requirement:
* Ensure a product priced as a Percent of Total has a minimum price of $100.
Solution Steps:
* Option A: Create a Price Book Entry of $100 to set the minimum price for the product.
* Option D: Create a $0 Price Book Entry to handle scenarios where Percent of Total calculation would otherwise drop below $100.
Why Other Options Are Incorrect:
* B: The custom Percent_of_Total_Target_c field is not used for minimum pricing enforcement.
* C: The Percent of Total Constraint field alone does not enforce minimum pricing.
Salesforce CPQ Reference:
* Percent of Total pricing and minimum price settings are described in CPQ Pricing Configuration .

NEW QUESTION # 98
Universal Containers wants to change its $500 maintenance product to be based on a percentage of subscription products in the Storage product family.
The maintenance product has been updated to be priced Of Total and the percentage has been set.
How should the product records be altered to meet this requirement?

- A. Set the maintenance product Percent Of TotalCategory to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- B. Set the maintenance product Include in Percent of Total to True. On all storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- C. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- D. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.
- E. subscription products, set the Percent Of Total Category to Storage.

Answer: C

NEW QUESTION # 99
Which two conditions must be met so a user can change the Quantity on an Order Product? Choose 2 answers

- A. The Order setting Enable Negative Quantities is enabled.
- B. The Ordered checkbox on the Quote must be False.
- C. The Order is in Draft Status.
- D. The package setting Allow Multiple Orders is enabled.

Answer: B,D

NEW QUESTION # 100
Subscription Product A has a Subscription Term of 6, a List Price of $100, and a Ranged Discount Schedule. A user has added this Product a Quote with a Term of 12.
A u The Ranged Discount Schedule is automatically applying a Discount of 25%.
What is the Regular Pnce m this scenario?

- A. Regular Price of $200
- B. Regular Pnce of $150
- C. Regular Price of $75
- D. Regular Price of $100

Answer: C

NEW QUESTION # 101
Universal Containers has an add-on Product that can only be sold as part of bundles.

Which two steps should the admin take to meet this requirement?
Choose 2 answers

- A. Set the Customer Community Availability pick list on the add-on Product to Never,
- B. Create a Product Option record referencing the add-on Product for each bundle.
- C. Create a Product Feature record referencing the add-on Product.
- D. Set the Component checkbox to True on the add-on Product record.

Answer: B,D

NEW QUESTION # 102

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