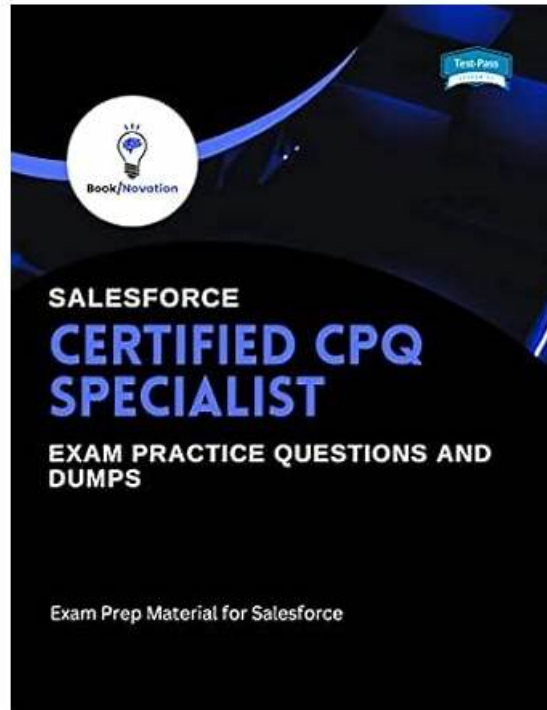# Reasons To Buy Salesforce CPQ-Specialist Exam Dumps

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Salesforce Certified CPQ Specialist Sample Questions (Q52-Q57):

NEW QUESTION # 52
Universal Containers conducts business via channel sales and offers a Partner program, in which Partners receive a different level of discount based on their partnership level and the product family. The CPQ Architect has determined that the Partner discount will be automatically assigned with price rules, based on a lookup table. The CPQ Architect has created the following lookup table with an object named "Partner Program". How many price rules should the Admin create in order to process the four different discounts offered to Partners?

- A. One
- B. Three
- C. Four
- D. Two

Answer: A

NEW QUESTION # 53
Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.
At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. Override values are subject to Discount Schedule updates made by the Admin.
- B. The Save or Quick Save buttons are clicked.
- C. The Opportunity status has changed to Proposal/price Quote.
- D. The Quote status has changed to Approved.

Answer: B

NEW QUESTION # 54
Upon renewal of a Contract, a user has reported that bundles are being created without preserving the structure This leads to validation errors and unwanted price changes. The admin has identified that Preserve Bundle Structure is set to FALSE on a system generated Contract record.
What should the admin do to prevent this Issue from happening In the future?

- A. Set Preserve Bundle Structure to TRUE on existing Account Records, and update the Re-evaluate Bundle Logic on Renewals setting in the Installed Package Settings to TRUE.
- B. Set Preserve Bundle Structure to TRUE on existing Contract Records, and set field level security for Preserve Bundle Structure on the Contract object to only be editable by System Admins.
- C. Set Preserve Bundle Structure to TRUE on existing Account Records, and change the default field value on the Contract object to TRUE.
- D. Set Preserve Bundle Structure to TRUE on existing Contract and Account Records, and update the Preserve Bundle Structure setting in the Installed Package Settings to TRUE,

Answer: A

NEW QUESTION # 55
Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle.
How should the Admin meet this requirement?

- A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option, set the System field to True.
- B. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.On both Product Option records, set the Required field to True.
- C. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option, set the Bundled field to True.
- D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option,

set the Selected field to True.

Answer: C

NEW QUESTION # 56

An admin has created a text field Configuration Attribute for Bundle A.
The admin wants the attribute to start with a default value the moment the configuration page loads.
Which steps should the admin take to meet this requirement?

- A. Create a Price Rule to target the Product Option field that Is used for Configuration Attribute to give It a value. Ensure the end user selects Apply Rules in the Configurator.
- B. Create a Process Builder to update the Product Option field that Is used for the Configuration Attribute value. Set the process to trigger upon new record creation.
- C. Create a formula text Held on the Quote, constructing the formula to return the desired default value.
  Update the Configuration
  Attribute Default Field to Identify the Quote formula field.
- D. Create a text field on the Quote Line object with the same API name as the Configuration Attribute held.
  Create a Price Rule to target the Quote Line field to give It a value.

Answer: B

NEW QUESTION # 57

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