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Salesforce Certified CPQ Specialist Sample Questions (Q68-Q73):

NEW QUESTION # 68

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which approach will allow the Quote Line's List Price to reflect these tiers?

- A. Create a Discount Schedule with Type = Range and Discount Unit = Price.
- B. Set the Product's Pricing Method = Block and Create Block Prices

- C. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.
- D. Set the Product's Pricing Method = List and Create Block Prices.

Answer: C

NEW QUESTION # 69

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, and error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers

- A. Q Validation Rules on the Opportunity Product silently fail.
- B. Exclude from Opportunity is checked on the Product record.
- C. Some Products are missing Price Book Entries.
- D. Only Products with an Effective Quantity greater than or less than zero sync to the Opportunity.
- E. Only Products with a price greater than zero sync to the Opportunity.

Answer: A,D,E

NEW QUESTION # 70

Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to redistribute Order Products from one Order to another.

What are two considerations the CPQ admin must take into account to meet the requirement?

Choose 2 answers

- A. Ensure the Edit Order Products button is exposed in the Order Page Layout.
- B. Ensure the sales rep is listed as the owner of the Order.
- C. Ensure the CPQ Orders package setting "Allow Multiple Orders" is selected.
- D. Ensure the sales rep has Modify All in their profile.

Answer: B,C

NEW QUESTION # 71

Universal Containers has a bundle with required Product Options. After the bundle is selected, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

- A. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Required on the Product Options.
- B. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Bundled on the Product Options.
- C. Set the Configuration Event field on the bundle Product to be Allowed, and select the checkbox for bundled on the Product Options.
- D. Set the Configuration Event field on the bundle Product to be Required, and select the checkbox for Required on the Product Options.

Answer: B

NEW QUESTION # 72

When initially configuring a bundle, all Product Options are visible. A Configuration Attribute combined with a Product Rule is used to hide or show Product Options depending on the value of the Configuration Attribute.

The initial configuration was successful, but a user has reported that upon bundle reconfiguration, all Product Options are visible. The Configuration Attribute retains the value that was set initially.

What should the admin do to resolve the issue?

- A. Change the Evaluation Event of the Product Rule to Always.
- B. Change the Evaluation Event of the Product Rule to Load.
- C. Ensure that Apply Immediately is set.
- D. Ensure that Apply to Product Options is set to TRUE on the Configuration Attribute.

Answer: C

NEW QUESTION # 73

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