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Salesforce Certified CPQ Administrator Sample Questions (Q25-Q30):

NEW QUESTION # 25

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page. Which solution meets the business requirement without creating a separate Price Book?

- A. Create a Hidden Filter in Product Selection based on Profile.
- B. Create a Filter Product Rule.
- C. Create multiple bundles with validation Product Rules.

- D. Create a bundle with a Configuration Attribute.

Answer: C

Explanation:

Requirement Overview:

- * Each sales team needs access to a specific subset of products without requiring separate Price Books.

Solution:

- * Use multiple bundles with validation Product Rules to restrict access to specific products based on user criteria (e.g., Profile or custom field).
- * This avoids the need to create and manage separate Price Books for each team.

Steps to Configure:

- * Create a bundle for each subset of products.
- * Use Product Rules to validate and restrict access based on sales team criteria.

Validation:

- * Test the Product Selection page to ensure that each sales team can access only their specific subset of products.

NEW QUESTION # 26

A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales rep's first attempt to contract the Order. What are three troubleshooting steps an admin should take to identify the issue? Choose 3 answers

- A. Check recent Apex Jobs to identify any errors in the contracting process.
- B. Ensure the Order Start Date is later than the Opportunity Close Date.
- C. Ensure there is at least one subscription-based Order Product on the Order.
- D. Verify that the related Opportunity is in Closed/Won status.
- E. Confirm that each of the Order Products have been activated.

Answer: A,C,E

Explanation:

Issue Context:

- * A Contract could not be created from an Order for a new customer.

Troubleshooting Steps:

- * A. Confirm Order Product Activation:
- * Contracts can only be generated for activated Order Products.
- * C. Check Apex Jobs:
- * Errors in the contracting process are logged in Apex Jobs. Review these logs for potential issues.
- * E. Ensure Subscription-Based Order Product:
- * Contracts require at least one subscription-based Product on the Order.

Validation:

- * Verify that all conditions are met and retest the Contract creation process.

NEW QUESTION # 27

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

- A. Check the Quote's Primary checkbox for a value of True.
- B. Check the Quote's Primary checkbox for a value of False.
- C. Ensure the Quote's Opportunity lookup is populated.
- D. Ensure the Quote's Account lookup is populated.
- E. Ensure the Opportunity's Primary Quote lookup is populated.

Answer: B,D,E

Explanation:

Issue Context:

- * Some Opportunity Products are not syncing from the Quote, causing pipeline inaccuracies.

Troubleshooting Steps:

- * A. Ensure the Quote's Account lookup is populated:
- * A missing Account lookup can prevent synchronization as it ties the Quote to the Opportunity.
- * B. Ensure the Opportunity's Primary Quote lookup is populated:
- * The Primary Quote must be explicitly linked to the Opportunity for synchronization to occur.
- * E. Check the Quote's Primary checkbox for a value of True:
- * Only the Primary Quote syncs Opportunity Products. Ensure the checkbox is set to True.

Validation:

- * Verify that Opportunity Products sync correctly after ensuring these fields are properly populated.

NEW QUESTION # 28

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- A. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- **B. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.**
- C. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- D. Set the Product Family picklist on the Standard Warranty product's Product record to Services.

Answer: B

Explanation:

Requirement Overview:

- * Ensure the Standard Warranty (a Percent of Total product) generates an Order Product when a partial Order is created.

Solution:

- * When generating a partial Order, selecting a Shipping Container product triggers the automatic creation of a Standard Warranty Order Product, as the warranty is based on the container's Net Price.

Steps to Test:

- * Add a Shipping Container Quote Line and the Standard Warranty Quote Line to a Quote.
- * Create a partial Order, selecting the Shipping Container.
- * Verify that the Standard Warranty Order Product is generated.

NEW QUESTION # 29

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A.

Which settings should be used on the Price Rule to meet these requirements?

- **A. Evaluation Scope = Calculator Calculator Evaluation Event = Edit**
- B. Evaluation Scope = Configurator Configurator Evaluation Event = Save
- C. Evaluation Scope = Configurator Configurator Evaluation Event = Edit
- D. Evaluation Scope = Calculator Calculator Evaluation Event = Save

Answer: A

NEW QUESTION # 30

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