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Salesforce Certified CPQ Administrator Sample Questions (Q70-Q75):

NEW QUESTION # 70

Universal Containers sells Tiny Boxes for \$0,005 each. Tiny Boxes are Non Discountable. How should the admin set the decimal precision for the unit price?

- A. Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- B. Use a Price Rule that sets the Net Unit Price to \$0,005 when the product is added to a Quote.
- C. Edit the Unit Price field on the Quote Line object and set the precision to 3.
- **D. Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.**

Answer: D

Explanation:

Requirement:

* Ensure the price of Tiny Boxes (\$0.005) is handled with proper decimal precision.

Solution:

* Adjust the Unit Price Scale to 3 in the Pricing and Calculation Package Settings, enabling Salesforce CPQ to handle prices up to three decimal places.

Why Other Options Are Incorrect:

* A: Field-level precision on Quote Line does not control pricing precision.

* C: The Product record's Unit Price Scale cannot override global settings.

* D: Price Rules are unnecessary for simple decimal precision adjustments.

Salesforce CPQ Reference:

* Decimal precision configuration is described in CPQ Pricing Settings .

NEW QUESTION # 71

Universal Containers is utilizing Lookup Price Rules to pull Daily Rate values from the Rental Rates object.

After activating the Price Rule, the admin notices the Daily Rate value remains blank, but the user is still able to save the quote.

Which aspect of the Price Rule should the admin review to identify the underlying issue?

- A. Confirm the Tested Field(s) referenced In the Lookup Queries of the Price Rule exist on the Lookup object.
- B. Confirm the Conditions of the Price Rule are configured accurately based on expected behavior,
- C. Confirm the Lookup Queries of the Price Rule are configured to pull only a single referenced value from the Lookup object.
- **D. Confirm the API Name selected in the SBQQ__LookupObject__c field on the Price Rule record Is Inputted accurately.**

Answer: D

Explanation:

Issue Context:

* Lookup Price Rules rely on the SBQQ__LookupObject__c field to reference the target object (e.g., Rental Rates).

* If this API name is inaccurate or incorrectly input, the rule will fail to retrieve the desired value.

Review Steps:

* Go to the Price Rule record.

* Check the SBQQ__LookupObject__c field. Confirm the API Name of the Rental Rates object is accurate.

* Example: Ensure the API name matches exactly (e.g., Rental_Rates__c).

Additional Checks:

* Verify the Lookup Queries. Ensure the filter conditions correctly target a valid record on the referenced object.

Salesforce Documentation Reference:This behavior follows Salesforce CPQ's guidelines on Lookup Price Rules configuration.

NEW QUESTION # 72

Cloud Kicks (CK) has recently phased out Product Option X and is ne longer actively selling it ta new customers. New customers can sign up for the current Product Option Y Instead.

Management has decided that CK will also migrate existing contracts to this new product version at renewal.

'Which steps should the admin take to achieve this?

- A. Leverage a Selection Product Rule ta remove the old Product, and automatically add the new Product,
- B. Use a Price Rule to swap the Product Lookup on Quote Ling when a Renewal Quote Line is generated.
- C. On the Subscription record, change the Product Lookup to refer to the new version of the Product.
- **D. Update the Renewal Product field an the Product and Product Optiens, and set the Renewal Forecastcheckbox to TRUE an the Contract record.**

Answer: D

Explanation:

Requirement:

* Migrate existing contracts to a new Product version upon renewal.

Solution:

* Update the Renewal Product field to specify the new version of the Product.

* Enable the Renewal Forecast checkbox on the Contract to ensure renewal Quotes reference the new Product version.

Why Other Options Are Incorrect:

* B: Changing the Product Lookup on the Subscription directly bypasses standard renewal processes.

- * C: Selection Product Rules enforce configurations during quoting but are not suitable for renewals.
 - * D: Price Rules do not modify Product references during renewal Quotes.
- Salesforce CPQ Reference:
- * Renewal product management is outlined in the CPQ Subscription and Renewal Guidelines .

NEW QUESTION # 73

Universal Containers has a customer account with specific pricing.
Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- **A. Create a Contracted Price record related to an Account record.**
- **B. Generate a Contracted Price via the Contracted checkbox on the Quote record**
- C. Populate the Generate Contracted Price field on a Quote record.
- D. Add a partner to the Partner on the Quote record.

Answer: A,B

Explanation:

Requirement Overview:

- * A customer requires specific pricing for their account.

Solution:

* B. Contracted Price Record:

- * Directly create a Contracted Price record related to the customer's Account.

* D. Contracted Checkbox:

- * Select the Contracted checkbox on the Quote record to generate a Contracted Price automatically when the Quote is finalized.

Steps to Configure:

* Option B:

- * Navigate to the Account and create a Contracted Price record for the specific Product and pricing.

* Option D:

- * On the Quote, select the Contracted checkbox and ensure the Quote is synced to generate the Contracted Price.

NEW QUESTION # 74

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

- A. Enable "Allow Output in Different Languages" In the managed package settings.
- **B. Create Localization records for individual Quote Terms for all three languages.**
- **C. Create a Quote picklist field named output Language, With language codes as values.**
- D. Set the Quote Term field Language to the desired output language for each Quote Term.

Answer: B,C

Explanation:

* Requirement:

- * Localize Quote Terms into three selectable languages for the quote PDF output.

* Solution Steps:

- * Step A: Create a picklist field (e.g., Output Language) on the Quote object with language codes (e.g., EN, FR, DE) as values.

- * Step B: Create Localization records for each Quote Term in all three languages, ensuring the Quote PDF reflects the selected language.

* Why Other Options Are Incorrect:

- * C: "Allow Output in Different Languages" is not an actual managed package setting.

- * D: Setting the Language field alone does not dynamically manage multiple languages for PDF generation.

* Salesforce CPQ Reference:

- * Localization of Quote Terms is covered in CPQ Multi-Language Configuration Guidelines .

NEW QUESTION # 75

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