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### Salesforce Certified CPQ Specialist Sample Questions (Q117-Q122):

#### NEW QUESTION # 117

Universal Containers has a requirement to set a maximum discount approval threshold for the User. This Threshold is a calculated value based on data held in a Custom Object. The Admin has determined that this will require two price rules. The first rule is a lookup rule that Pulls a value from a custom object record and set it to a custom field on the quote line. The second price rule evaluates if the custom field is populated, and if so, it calculates the maximum discount threshold using that value. Both Price Rules have Evaluation Events set to On Calculate. The Second Price Rule is not running. How should the Price Rules be altered so that the second Price Rule will run?

- A. The second Price Rule must have the same Evaluation Order as the first.
- B. The order of the Price Action for the first Price Rule must be earlier than that of the second.
- C. Both Price Rules must be moved to the Before Calculate Evaluation Event.
- D. **The second Price Rule must be in a later Calculator Evaluation Event.**

**Answer: D**

#### NEW QUESTION # 118

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once. What should the admin set up to satisfy this requirement?

- A. **A value of 10 should be added to the Max Options field on the feature record.**
- B. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- C. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- D. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.

**Answer: A**

Explanation:

Requirement Overview:

\* Limit users from selecting more than 10 product options within a specific Product Feature.

Key Mechanism:

\* The Max Options field on the Feature record limits the maximum number of product options that can be selected for that feature.

Steps to Configure:

\* Navigate to the Feature Record associated with the Product Bundle.

\* Set the Max Options field to 10.

\* Save and test by adding the Product Bundle to a Quote.

Validation:

\* When a user attempts to select more than 10 product options within the feature, Salesforce CPQ will prevent further selections and display an appropriate message.

#### NEW QUESTION # 119

Suppose you have several Product Rules with conditions that evaluate a Configuration Attribute. You want the rules to fire immediately when the user changes the value of the Configuration Attribute. How do you accomplish this?

- A. Check the Run Immediately checkbox on the Product Rule records

- B. Check the **Apply Immediately** checkbox on the Configuration Attribute record
- C. Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes
- D. Add the Product Rules to the related list on the Configuration Attribute record

**Answer: B**

#### NEW QUESTION # 120

The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- A. Change the value of a field in the Calculating Fields Field Set.
- B. Add the Calculate button to the quote layout.
- C. Create a new Lightning button to trigger recalculation.
- D. Create a Flow to trigger recalculation upon record save.

**Answer: A,B**

Explanation:

Requirement:

\* Ensure that quotes are recalculated with current information prior to approval without reopening the Quote Line Editor.

Solution:

\* Option A: Adding or modifying a field in the Calculating Fields Field Set automatically triggers recalculation for quotes.

\* Option C: Including the Calculate button on the quote layout provides users with a manual option to trigger recalculation before approval.

Why Other Options Are Incorrect:

\* B and D: These require additional customization (e.g., creating a custom Lightning button or Flow) and are not standard CPQ features.

Salesforce CPQ Reference:

\* The Calculating Fields Field Set and Calculate Button functionalities are well-documented as standard CPQ tools .

#### NEW QUESTION # 121

The admin at Universal Containers wants to add some Maintenance and some Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the admin set up the bundle to meet both requirements?

- A. Create two Product Options: Maintenance and Support. The Support Option should have a lower value in the Number field.
- B. Create two Product Options: Maintenance and Support. The Maintenance Option will always display first, due to alphabetical ordering.
- C. Create two Product Features: Maintenance and Support. The Maintenance Feature will always display first, due to alphabetical ordering.
- D. Create two Product Features: Maintenance and Support. The Support Feature should have a lower value in the Number field.

**Answer: D**

Explanation:

To display Maintenance and Support products in separate sections, the admin must create Product Features, as features define sections in the CPQ configurator. To control the order (Support above Maintenance), the

"Number" field on the Product Feature determines the sequence, with lower values appearing first. Option B correctly specifies two features (Maintenance and Support) and assigns a lower Number to the Support Feature, ensuring it displays above Maintenance. Option A relies on alphabetical ordering, which doesn't guarantee Support above Maintenance (e.g., "M" precedes "S"). Options C and D use Product Options, which don't create sections-only features do-and thus fail the separate-sections requirement. Salesforce CPQ documentation confirms feature ordering via the Number field.

References: Salesforce CPQ Documentation - "Product Features" and "Configuring Bundles".

## NEW QUESTION # 122

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