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Salesforce Certified CPQ Specialist Sample Questions (Q154-Q159):

NEW QUESTION # 154

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.
- B. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- C. Renewal Quote Line values are automatically mapped from original Quote Lines.
- D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Answer: D

NEW QUESTION # 155

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

Discount Tiers:

Tier name	Lower bound	Upper bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6	blank	20%

- A. \$450.00
- B. \$480.00
- C. \$500.00
- **D. \$470.00**

Answer: D

NEW QUESTION # 156

The Admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The Admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quotes Lines for Product A, the item the customer purchased previously?

- A. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.
- **B. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.**
- C. Create a Summary Variable summing the quantity of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- D. Create a Summary Variable summing the quantity of the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.

Answer: B

NEW QUESTION # 157

An Admin is working on a primary Quote attached to an Opportunity. The Pricebook & currency on the Quote & opportunity match. However, not all products from the Quote are being transferred to the opportunity, & no error message is displayed. Which 3 reasons explain why these Products failed to create Opportunity Products? Choose 3 answers.

- **A. Validation Rules on the Opportunity product silently fail.**
- B. No valid pricebook entry can be found for these products.
- **C. "Exclude from Opportunity" is marked on the Product record.**

- D. Products with a Price of zero do not transfer to the Opportunity.
- E. Products with an effective quantity of zero do not transfer to the opportunity.

Answer: A,C,E

NEW QUESTION # 158

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100 What is the Prorated List Unit Price for the Quote Line?

- A. USD 116.67
- B. USD 125.00
- C. USD 100.00
- D. USD 118.31

Answer: A

NEW QUESTION # 159

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