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

### NEW QUESTION # 117

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. Regular Price and Regular Price Type
- B. List price and List Price Type
- **C. Special Price and Special Price Type**
- D. Custom Price and Custom Price Type

**Answer: C**

### NEW QUESTION # 118

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based on the Start Dates.

How can a CPQ Specialist meet this business requirement?

- A. Set both the Order by Quote Line Group and Ordered checkboxes to True.
- B. Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- C. Set the Order By picklist on the Quote to SBQQ\_StartDate\_c, and the Ordered checkbox to True.
- D. Separate Quotes must be created for each unique Start Date.

**Answer: A**

### NEW QUESTION # 119

Universal Containers wants to provide a 10% discount to Product A, but only when customers who have previously purchased at least one unit of Product A decide to purchase more. The CPQ admin has set up a price rule, but it is currently running on all lines that contain Product A. Product A is a subscription product.

How should the CPQ admin prevent this rule from firing when a customer first purchases Product A?

- A. Create a condition that checks that the Quote Line's Existing checkbox is set to True.
- B. Create an Option Constraint with Check Prior Purchases set to True.
- C. Create a condition to evaluate a Summary Variable over previous subscriptions.
- D. Create a lookup query to check subscriptions for previously purchased products.

**Answer: A**

### NEW QUESTION # 120

Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.

What two Option configurations that must be utilized for Product B to meet the requirement?

- A. Set Selected to TRUE.
- B. Set Quantity Editable to TRUE.
- C. Set Required to FALSE.
- D. Set Bundle to FALSE.

**Answer: A,C**

Explanation:

Requirement Overview:

- \* Product A must always be included in the bundle.
- \* Product B should be included by default but can be removed by the user.

Key Configurations:

- \* Required = FALSE: This ensures that Product B is not mandatory and can be removed by the user.
- \* Selected = TRUE: This includes Product B by default when the bundle is added to the Quote.

Steps to Configure:

- \* Navigate to the Product Option record for Product B.
- \* Set Required to FALSE.
- \* Set Selected to TRUE.
- \* Save and test the behavior by adding the bundle to a Quote.

Validation:

- \* Product B should be pre-selected in the Quote Line Editor but can be deselected by the user.
- \* This setup ensures flexibility for Product B while ensuring Product A remains mandatory.

### NEW QUESTION # 121

When quoting any subscription product, a user at Universal Containers must choose the payment frequency between Monthly or Annually. When frequency is Monthly, Universal Containers wants to apply an automatic uplift of 10% to the price of the

subscription service. The Admin decides to use a price rule to implement this requirement and wants to inject the result of a calculation in the List Price field on the quote line. Which formula expression should the Admin set up on the price condition for this uplift price rule?

- A. IF(TEXT(Payment\_Frequency\_c) = "Monthly", SBQQ\_OriginalPrice\_c \* 1.1, SBQQ\_OriginalPrice\_c)
- B. IF(TEXT(Payment\_Frequency\_c) = "Monthly", SBQQ\_ListPrice\_c \* 1.1, SBQQ\_ListPrice\_c)
- C. IF(TEXT(Payment\_Frequency\_C) = "Monthly", SBQQ\_PriceBookEntry\_r.UnitPrice \* 1.1, SBQQ\_PriceBookEntry\_r.UnitPrice)
- D. IF(TEXT(Payment\_Frequency\_c) = "Monthly", SBQQ\_Product\_r.SBQQ\_ListPrice\_c \* 1.1, SBQQ\_ListPrice\_c)

**Answer: B**

## NEW QUESTION # 122

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