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## Salesforce Certified CPQ Specialist Sample Questions (Q127-Q132):

### NEW QUESTION # 127

The Admin has created the "Promotional Discount ABC" price rule below.

price rule below.

Evaluation Scope : Calculator

Conditions Met: All

Calculator Evaluation Event: On Calculate

Active: True

TABLE Assuming a quote where all conditions from this rule are met, which products on the quote get a discount?

- A. Product C
- B. Product A and Product C
- **C. Product B and Product C**
- D. Product A, Product B, and Product C

**Answer: C**

### NEW QUESTION # 128

An admin has created a Small Business Bundle product with List Price \* 55.00 with these Product Options:

Option 1:

Optional SKU = Small Storage Container

Unit Price = \$2.00

Quantity = 10

Selected = True

Bundled = False

Option 2:

Optional SKU = Medium Storage Container

Unit Price = \$4.00

Quantity = 10

Selected = False

Bundled = False

Option 3:

Optional SKU = Custom Box Label

Unit Price = \$0.05

Quantity = 100

Selected = False

Bundled = False

Option 4:

Optional SKU = Shipping

Unit Price = \$7.50

Quantity = 1

Selected = True

Bundled = True

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the SmallBusiness Bundle parent product Quote Line?

- **A. \$25.00**
- B. \$17.50
- C. \$37.50
- D. \$5.00

**Answer: A**

### NEW QUESTION # 129

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- **A. Set the Configuration Attribute with Apply to Product Options to True.**
- B. Set up a Lookup Price Rule referencing a custom object.
- **C. Create a Feature level Configuration Attribute.**
- D. Create a bundle level Configuration Attribute.

**Answer: A,C**

### NEW QUESTION # 130

Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sales wants

sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.  
What is the most efficient method for the GPQ specialist to meet the business requirement?

- A. Create a formula field that leverages the IMAGE function.
- B. Create a Hyperlink field that stores the URL of the image.
- **C. Create a Rich-Text Area field and store the image value.**
- D. Create an integration between the CMS and Salesforce.

**Answer: C**

#### NEW QUESTION # 131

"When configuring a bundle, Universal Containers users must select Product B and Product C in order to add Maintenance Product A. How should the CPQ Admin set this up to meet the requirement?

Choose one answer

- **A. Create an Option Constraint Group "Maintenance" to require that Product A can only be selected when Products B and C are selected.**
- B. Create a "Dependency" Option Constraint for Product B and an "Exclusion" Option Constraint for Product C.
- C. Create two "Dependency" Option Constraints for Products B and C and have Product A as the constraining option for both Option Constraints."
- D. Create two "Exclusion" Option Constraints for Products B and C and have Product A as the constrained option for both Option Constraints.

**Answer: A**

#### NEW QUESTION # 132

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