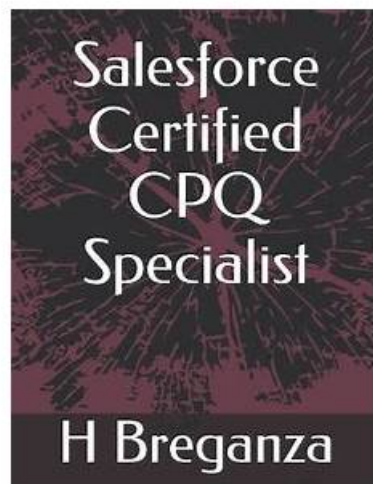


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Salesforce Certified CPQ Specialist Sample Questions (Q149-Q154):

NEW QUESTION # 149

Universal Containers (UC) sells Product A with a tiered pricing model using a Discount Schedule with three discount tiers. UC signed an agreement with a client, ACME Tools, that gives the client a 50% discount on Product A with a flat rate for the next calendar year, overriding the current Discount Schedule. Which set of actions would meet these requirements?

- A. Create a Discount Schedule with a single Discount Tier at 0% discount and associate it with a Contracted Price giving 50% discount to Product A on the ACME Tools Account record.
- B. Create a Price Rule that applies the 50% discount to the List Price and inserts it into the Customer Price field on the Quote Line when the Account associated with the Quote is ACME Tools.
- C. Create a Product Rule that clears the Discount Schedule and injects 50% into the Additional Discount field on the Quote Lines for Product A when the Account associated with the Quote is ACME Tools.
- D. Create a Price Book specific to ACME Tools with a Price Book entry at half the price for Product A and create a Workflow Rule that assigns this Price Book to all Opportunities for ACME Tools.

Answer: C

NEW QUESTION # 150

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired. What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- C. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- D. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.

Answer: C

NEW QUESTION # 151

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."
- B. Create a bundle with Container B and options X, Y, and Z as product options for Container A.
- C. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- D. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.

Answer: A

NEW QUESTION # 152

A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales rep's first attempt to contract the Order. What are three troubleshooting steps an admin should take to identify the issue?

Choose 3 answers

- A. Confirm that each of the Order Products have been activated.

- B. Check recent Apex Jobs to identify any errors in the contracting process.
- C. Verify that the related Opportunity is in Closed/Won status.
- D. Ensure the Order Start Date is later than the Opportunity Close Date.
- E. Ensure there is at least one subscription-based Order Product on the Order.

Answer: A,B,E

NEW QUESTION # 153

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B.

The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner) Which two error condition setups will meet this requirement?

Choose 2 answers

- A. -Summary Variable A goes in the Tested Variable field \ O -Summary Variable B goes in the Filter Variable field - Operator is set to Greater than
- B. -Summary Variable A goes in the Filter Variable field \ O -Summary Variable B goes in the Tested Variable field - Operator is set to Less than
- C. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field -Operator is set to Less or Equals

Answer: A,B

NEW QUESTION # 154

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