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Salesforce Certified CPQ Administrator Sample Questions (Q48-Q53):

NEW QUESTION # 48

Universal Containers (UC) sells its Support SKU both as a stand-alone product and a product option within a bundle. When sold as a stand-alone product, the expected List Unit Price is \$1,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to \$800.

What should the admin do to meet the requirement?

- A. Enter 20 into the SBQQ_Discount__c field on the product option to reduce the price from \$1,000 to \$800.

- B. Create a price rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.
- C. Create a product rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.
- D. Enter 800 into the SBQQ_UnitPrice__c field on the product option to define a bundle specific price for the Support SKU.

Answer: D

NEW QUESTION # 49

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?

Choose 2 answers

- A. The users role should be placed at the top of the Role Hierarchy.
- B. The user that authorizes the calculation service has API Only enabled.
- C. The user that authorizes the calculation service is a non-human admin user.
- D. The user must have access to the CPQ quote and all related objects.

Answer: A,C

Explanation:

Considerations for Authorizing Calculation Service:

* The Calculation Service must be authorized by a user who has sufficient privileges and stable permissions.

Solution Steps:

* Option B: Use a non-human admin user (e.g., an integration user) to authorize the Calculation Service.

This ensures consistent access and avoids disruptions due to personnel changes.

* Option C: Place the user at the top of the Role Hierarchy to ensure full visibility and access across relevant objects.

Salesforce CPQ Reference:

* Proper user configuration for the Calculation Service is outlined in the CPQ Authorization Guidelines .

NEW QUESTION # 50

When using Advanced Approvals, what must an admin do to grant a user the ability to approve any approval request regardless of who it is assigned to?

- A. Add the user to the Delegated Approver field for each Approver.
- B. Grant the user a permission set with CRED on the Approval object.
- C. Assign the user the Advanced Approvals Admin permission set.
- D. Grant the user the Modify all Data permission.

Answer: D

Explanation:

Requirement Overview:

* A user must have the ability to approve any approval request, regardless of who the request is assigned to.

Solution:

* Granting the Modify All Data permission provides administrative privileges across all Salesforce objects, including the ability to approve any approval request in Advanced Approvals.

Steps to Configure:

* Navigate to the user's Profile or Permission Set.

* Add the Modify All Data permission.

* Save and test the user's ability to approve any request.

Validation:

* Confirm the user can approve approval requests without assignment restrictions.

NEW QUESTION # 51

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- **A. Change the Actions Column Placement in package settings to Left.**
- B. Update the Custom Action Location to left.
- C. Set a lower value in the Display Order field in the Custom Action record.
- D. Move the Clone and Delete actions into the Quote Line Editor drawers.

Answer: A

Explanation:

Issue:

* Sales reps experience excessive horizontal scrolling to access the Clone and Delete actions in the Quote Line Editor.

Solution:

* Quote Line Editor Drawers provide a compact and user-friendly way to access actions without excessive scrolling.

Steps to Configure:

* Navigate to Setup > Custom Actions.

* Configure the Clone and Delete actions to appear in the Quote Line Editor drawers.

Validation:

* Open the Quote Line Editor and confirm that the actions are accessible without horizontal scrolling.

NEW QUESTION # 52

Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- **A. Create a Contracted Price record related to an Account record.**
- **B. Generate a Contracted Price via the Contracted checkbox on the Quote record**
- C. Add a partner to the Partner on the Quote record.
- D. Populate the Generate Contracted Price field on a Quote record.

Answer: A,B

Explanation:

Requirement Overview:

* A customer requires specific pricing for their account.

Solution:

* B. Contracted Price Record:

* Directly create a Contracted Price record related to the customer's Account.

* D. Contracted Checkbox:

* Select the Contracted checkbox on the Quote record to generate a Contracted Price automatically when the Quote is finalized.

Steps to Configure:

* Option B:

* Navigate to the Account and create a Contracted Price record for the specific Product and pricing.

* Option D:

* On the Quote, select the Contracted checkbox and ensure the Quote is synced to generate the Contracted Price.

NEW QUESTION # 53

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