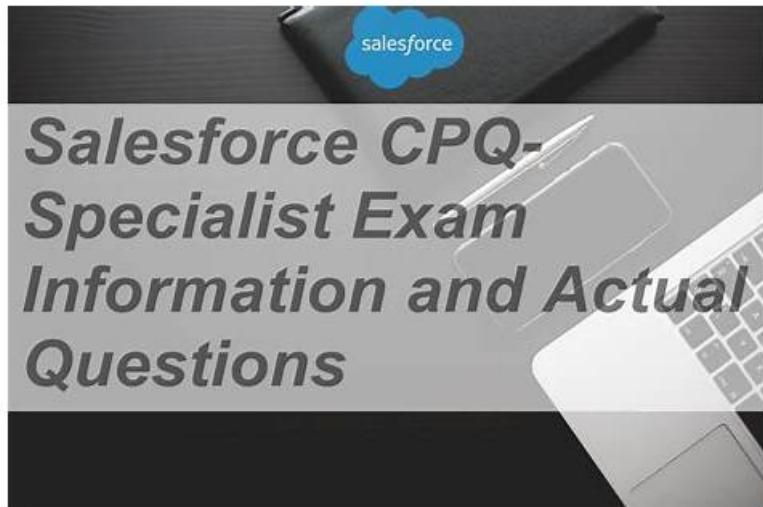


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## Salesforce Certified CPQ Specialist Sample Questions (Q142-Q147):

### **NEW QUESTION # 142**

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Pricing Method to Block on the Product record.
- B. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- D. Set Pricing Method to Fixed Price on the Product record.
- E. Set Non-Discountable to True on the Product record.

**Answer: A,B,E**

#### NEW QUESTION # 143

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created. Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

- A. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- B. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.
- C. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- D. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.

**Answer: C**

#### NEW QUESTION # 144

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes. Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Option Constraints
- B. Product Features
- C. Configuration Attributes
- D. Product Options

**Answer: C**

#### NEW QUESTION # 145

A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.

What are two reasons that could explain this behavior?

Choose 2 answers

- A. The Price Book Entry of the Product has been set to Inactive.
- B. Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0.
- C. The Exclude from Opportunity checkbox on the Product has been set to TRUE.
- D. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.

**Answer: B,C**

## NEW QUESTION # 146

A sales rep at Universal Containers Is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of \$600, a Quantity of 10, and a Subscription Term of 24 months.

Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription In its place.

Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to cr

- A. -\$350
- B. -\$250
- C. -\$2,500
- D. -\$3,500

**Answer: C**

Explanation:

Scenario:

\* Original subscription:  $\$600 \text{ Net Unit Price} \times \text{Quantity } 10 \times 24 \text{ months} = \$14,400$ .

\* Refund: Ten months into the contract, 14 months remain unused.

Calculation:

\* Refund amount  $= (\$600 \times 10 \times 14) \div 24 = -\$3,500$ .

\* Amended subscription refund (Quantity = 0): 14 months refund prorated  $= -\$2,500$ .

Why Other Options Are Incorrect:

\* A, C, D: The refund calculations either overstate or understate the prorated refund based on the subscription term and remaining months.

Salesforce CPQ Reference:

\* Prorated refunds and subscription amendments are explained in CPQ Subscription Pricing Documentation .

## NEW QUESTION # 147

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