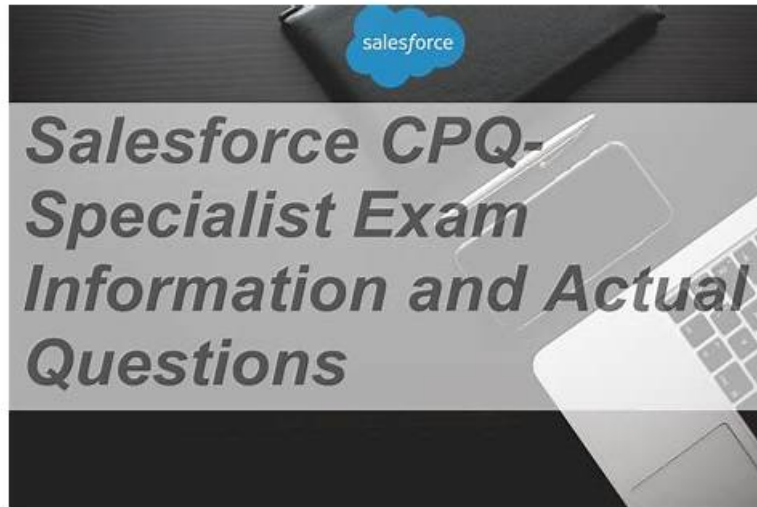


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Salesforce Certified CPQ Specialist Sample Questions (Q86-Q91):

NEW QUESTION # 86

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

- A. \$470.00
- B. \$450.00
- C. \$500.00

- D. \$480.00

Answer: A

Explanation:

* Scenario Breakdown:

* List Price = \$100

* Quantity = 5

* Discount Schedule Type = Slab

* Discount Unit = Percent

* Slab Discount Mechanism:

* In a Slab Discount Schedule, the discount applies to the units within each tier individually, not cumulatively.

* If the quantity is within the first slab, no discount applies unless specified for that slab.

* Calculation:

* Assuming the Discount Schedule for the first slab (1-5) has a 6% discount:

* Regular Unit Price = List Price \times (1 - Discount Percent)

* Regular Unit Price = $\$100 \times (1 - 0.06) = \94 per unit.

* For 5 units: Total Price = $\$94 \times 5 = \470 .

* Validation: This approach aligns with Salesforce CPQ Discount Schedule functionality for Slab Type Discount.

NEW QUESTION # 87

The admin at Universal Containers receives a report from a user that checking the Contracted box on an Opportunity with a single Product fails to result in a Contract.

What are two possible reasons a Contract is unable to be created?

Choose 2 answers

- A. The Opportunity must have a Primary Quote associated to it.
- B. The Subscription Pricing field on the Product is One-time
- C. The Subscription Pricing field on the Product is blank.
- D. The Subscription Conversion Behavior field on the Product is set to None.

Answer: A,D

Explanation:

Issue:

* Contract creation fails when the Contracted checkbox is checked on an Opportunity.

Possible Causes:

* A: If the Subscription Conversion Behavior is set to None, the product is not converted into a Subscription, preventing the Contract from being created.

* B: The Opportunity requires a Primary Quote to generate a Contract, as the Contract details are derived from the Quote.

Why Other Options Are Incorrect:

* C: If the Subscription Pricing field is blank, the product is treated as non-subscription but does not prevent Contract creation.

* D: Products with Subscription Pricing = One-time are not converted to Subscriptions, but they do not block Contract creation.

Salesforce CPQ Reference:

* Contract creation requirements and behaviors are documented under CPQ Subscription Management Guidelines .

NEW QUESTION # 88

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

Answer: A,B,C

NEW QUESTION # 89

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

*The original Subscription

*The first amended Subscription

*The second amended Subscription

- A. 100, 80, 120
- B. 100, -20, 40
- C. 120, -20, 40
- D. 80, 0, 40

Answer: A

Explanation:

Scenario Breakdown:

- * The original subscription starts with 100 licenses.
- * After the first year, the count decreases to 80 licenses.
- * After the second year, the count increases to 120 licenses.

Quantity Adjustments:

- * Original Subscription: The initial agreement is for 100 licenses over 36 months.
- * First Amendment: Reduces the quantity to 80 licenses for the remaining term after the first year.
- * Second Amendment: Increases the quantity to 120 licenses after the second year.

Validation:

- * Salesforce CPQ keeps track of subscription adjustments through the Contract object.
- * Amendments reflect updated quantities while preserving the history of original and amended subscriptions.

NEW QUESTION # 90

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

- A. Create a Quote picklist field named output Language, With language codes as values.
- B. Set the Quote Term field Language to the desired output language for each Quote Term.
- C. Create Localization records for individual Quote Terms for all three languages.
- D. Enable "Allow Output in Different Languages" In the managed package settings.

Answer: A,C

Explanation:

* Requirement:

* Localize Quote Terms into three selectable languages for the quote PDF output.

* Solution Steps:

* Step A: Create a picklist field (e.g., Output Language) on the Quote object with language codes (e.g., EN, FR, DE) as values.

* Step B: Create Localization records for each Quote Term in all three languages, ensuring the Quote PDF reflects the selected language.

* Why Other Options Are Incorrect:

* C: "Allow Output in Different Languages" is not an actual managed package setting.

* D: Setting the Language field alone does not dynamically manage multiple languages for PDF generation.

* Salesforce CPQ Reference:

* Localization of Quote Terms is covered in CPQ Multi-Language Configuration Guidelines .

NEW QUESTION # 91

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