# Salesforce Certified CPQ Specialist (SU23)

## Salesforce CPQ-Specialist

## Version Demo

**Total Demo Questions: 15**

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## QUESTION NO: 1

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

**A.** A Product Rule is preventing the Additional Discount from being edited.

**B.** The Non Discountable field is marked True on the Product record for the Quote Line.

**C.** Additional Discount is a locked field on amendment Quotes.

**D.** The org is using legacy amendment and renewal service.

**ANSWER: C**

## QUESTION NO: 2

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

**A.** The Approval Chains start the same time and are completed independent of other chains.

**B.** The Approval Chains are completed in the order displayed on screen.

**C.** The Approval Chain with the lowest Approval Step is completed first.

**D.** The Approval Chain with the lowest Final Approval Step value is completed first.

**ANSWER: D**

## QUESTION NO: 3

Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product ramify Y by 10% upon renewal.

Which two action should the admin take to ensure CPQ applies the correct price uplift?

Choose 2 answers

**A.** Fill in the Appropriate Renewal Uplift Rate on each Subscription record.
Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.

**B.** Set the Renewal Pricing method on the Contract to Uplift
Using Advanced Approvals, place the Preview Approval button on the Quote page layout.

**C.** Set the Renewal Pricing Method on the Account to Uplift.
Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.

**D.** Fill in the appropriate Renewal Uplift Rate on each Quote Line record
Using Native Approvals, build a custom button to display the approval matrix to users.

**ANSWER: B**

**Explanation:**

UESTION NO: 83

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval.

How can the admin meet this requirement?

A. Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.

B. Using Advanced Approvals, place the Preview Approval button on the Quote page layout.

C. Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.

D. Using Native Approvals, build a custom button to display the approval matrix to users.

**Answer: B**

## QUESTION NO: 4

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

**A.** Filter

**B.** Alert

**C.** Selection

**D.** Validation

**ANSWER: B**

## QUESTION NO: 5

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

**A.** Ensure the Quote's Account lookup is populated.

**B.** Ensure the Opportunity's Primary Quote lookup is populated.

**C.** Check the Quote's Primary checkbox for a value of True.

**D.** Ensure the Quote's Opportunity lookup is populated.

**E.** Check the Quote's Primary checkbox for a value of False.

**ANSWER: A B E**

## QUESTION NO: 6

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

**A.** Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.

**B.** Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.

**C.** Create a Twin Field of the Square Footage field on the Quote Line object.

**D.** Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

**ANSWER: D**

## QUESTION NO: 7

The Require Approved Quote package-level setting prevents CPQ from generating records for which object?

**A.** Order

**B.** Quote Document

**C.** Contracted Price

**D.** Contract

**ANSWER: A**

## QUESTION NO: 8

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.** Add a partner to the Partner on the Quote record.

**B.** Create a Contracted Price record related to an Account record.

**C.** Populate the Generate Contracted Price field on a Quote record.

**D.** Generate a Contracted Price via the Contracted checkbox on the Quote record

**ANSWER: B D**

## QUESTION NO: 9

Which two scenarios can be supported using Amendments? (Choose two.)

**A.** Add new Products; co-terminate to existing Contract

**B.** Change quantities of existing Products; maintain same discounts as original Quote

**C.** Change quantities of existing Products; apply different discounts than original Quote

**D.** Add new Products; use different End Date from existing Contract

**ANSWER: A B**

## QUESTION NO: 10

Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line.

Which approach should the CPQ Specialist recommend to meet this business requirement?

**A.** A Process Builder on the Quote Line to update the picklist field

**B.** A Price Rule with the Calculation Event of On Initialization to update the picklist field

**C.** A Price Rule with the Calculation Event of After Calculate to update the picklist field

**D.** A Workflow Rule and field update on the Quote Line to update the picklist field

**ANSWER: C**

## QUESTION NO: 11

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, it is replaced with Premier Pro.

What does the Admin need to do to support this business requirement?

**A.** Set the Renewal Product field on the Premier Support Product record to Premier Pro.

**B.** Set the Upgrade Target field on the Premier Support Product record to Premier Pro.

**C.** Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.

**D.** Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.

**ANSWER: B**

## QUESTION NO: 12

Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors' business units (child accounts). Product A has a product family of Storage and a list price of $300. The parent account has a Contracted Price set to $200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

**A.** Set Ignore Parent Contracted Prices to true on the parent contracted price.

**B.** Create a new contracted price for Product A on the business unit account with a price of $300.

**C.** Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.

**D.** Set Ignore Parent Contracted Prices to true on the business unit account record.

**ANSWER: B D**

## QUESTION NO: 13

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.** Create Localization records for individual Quote Terms for all three languages.

**C.** Enable "Allow Output in Different Languages" In the managed package settings.

**D.** Set the Quote Term field Language to the desired output language for each Quote Term.

**ANSWER: A B**

## QUESTION NO: 14

Universal Containers (UC) sells a product that uses Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of $100, even if the calculated amount falls under $100.

Which two steps should the Admin take to meet this requirement? (Choose two.)

**A.** Set the product's Percent of Total Constraint field to List price is minimum.

**B.** Set the Price Book Entry custom field Percent_of_Total_Target_c to $100.

**C.** Create a Price Book Entry of $100 for the product.

**D.** Create a Price Book Entry of $0 for the product.

**ANSWER: A C**

## QUESTION NO: 15

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 reps first attempt to contract the Order.

What are three troubleshooting steps an admin should take to identify the issue7

Choose 3 answers

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

**B.** Ensure the Order Start Date is later than the Opportunity Close Date.

**C.** Check recent Apex Jobs to identify any errors in the contracting process.

**D.** Verify that the related Opportunity is in Closed/Won status.

**E.** Ensure there is at least one subscription-based Order Product on the Order.

**ANSWER: A C E**