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Time Remaining : 00:34:37

1 of 65. Which three CPQ pricing functionalities contribute to Regular Unit Price during the price calculation sequence?

Choose 3 answers

- A. ☒ Contracted Price
- B. ☐ Target Customer Amount
- C. ☐ Additional Discount Fields
- D. ☒ Discount Schedules
- E. ☒ Prorate Multiplier

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Time Remaining : 00:34:32

2 of 65. Universal Containers wants to have quantity requirements for certain Product Options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product.

How should the admin set this up in the bundle to meet the requirement?

- A. ☐ Select the Multiplier checkbox on the Bundle.
- B. ☐ Select the Quantity Editable checkbox on the Product Option.
- C. ☒ Select Component as the Type field on the Product Option.
- D. ☐ Select the Bundled checkbox on the Product Option.

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Time Remaining : 00:34:28

3 of 65. Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.

What should the admin configure in the product to meet this requirement?

- A. ☐ When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- B. ☒ When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- C. ☐ When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- D. ☐ When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

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**Time Remaining : 00:34:16**

3 of 65. Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.

What should the admin configure in the product to meet this requirement?

- A. ☐ When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- B. ☒ When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- C. ☐ When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- D. ☐ When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

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Time Remaining : 00:34:13

4 of 65. 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. ☐ 80, 0, 40
- D. ☐ 120, -20, 40

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4 of 65. 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. ☐ 80, 0, 40
- D. ☐ 120, -20, 40

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Time Remaining : 00:34:04

5 of 65. Universal Containers sells Tiny Boxes for \$0.005 each. Tiny Boxes are Non-Discountable.

How should the admin set the decimal precision for the unit price?

- A. ☐ Edit the Unit Price field on the Quote Line object and set the precision to 3.
- B. ☒ Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.
- C. ☐ Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- D. ☐ Use a Price Rule that sets the Net Unit Price to \$0.005 when the product is added to a Quote.

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Time Remaining : 00:34:01

6 of 65. The Universal Containers admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The admin planned to use a roll-up summary field on the Quote object to average the Quote Line Approval Score field. The admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which CPQ functionality should the admin use to resolve the issue?

- A. ☐ Create a trigger to populate the average Approval Score.
- B. ☐ Create a Workflow Rule with a Field Update to populate the average Approval Score.
- C. ☐ Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.
- D. ☒ Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.

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**Time Remaining : 00:33:57**

- 6 of 65. The Universal Containers admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The admin planned to use a roll-up summary field on the Quote object to average the Quote Line Approval Score field. The admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which CPQ functionality should the admin use to resolve the issue?

- A. ☐ Create a trigger to populate the average Approval Score.
- B. ☐ Create a Workflow Rule with a Field Update to populate the average Approval Score.
- C. ☐ Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.
- D. ☒ Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.

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Time Remaining : 00:33:54

- 7 of 65. When initially configuring a bundle, all Product Options are visible. A Configuration Attribute combined with a Product Rule is used to hide or show Product Options depending on the value of the Configuration Attribute. The initial configuration was successful, but a user has reported that upon bundle reconfiguration, all Product Options are visible. The Configuration Attribute retains the value that was set initially.

What should the admin do to resolve the issue?

- A. ☐ Change the Evaluation Event of the Product Rule to Load.
- B. ☐ Ensure that Apply to Product Options is set to TRUE on the Configuration Attribute.
- C. ☒ Ensure that Apply Immediately is set to TRUE on the Configuration Attribute.
- D. ☐ Change the Evaluation Event of the Product Rule to Always.

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Time Remaining : 00:33:50

8 of 65. Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.

How should the admin meet the requirement in the most efficient manner?

- A. ☒ Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.
- B. ☐ Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.
- C. ☐ Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.
- D. ☐ Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.

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Time Remaining : 00:33:47

9 of 65. An admin at Universal Containers has hidden the prices of Product Options on the Configure Products page.

How should the admin make the prices visible again?

- A. ☐ Go to the Product Option object's OptionConfiguration Field Set and add the Unit Price field.
- B. ☐ Go to the Product Option record and check if the Price Editable field is False.
- C. ☒ Go to the Product Option object's Unit Price field and add visibility to its Field-level Security.
- D. ☐ Go to the Product Option record and check if the Default Pricing Table field is set to Standard.

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Time Remaining : 00:33:43

- 10 of 65. A sales rep notices on Opportunities 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 Opportunity's Primary Quote lookup is populated.
- B. ☐ Check the Quote's Primary checkbox for a value of False.
- C. ☐ Ensure the Quote's Account lookup is populated.
- D. ☒ Ensure the Quote's Opportunity lookup is populated.
- E. ☒ Check the Quote's Primary checkbox for a value of True.

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Exclude From Percent of Total	False
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Cloud Storage Ent Replication	
List Unit Price	\$4000
Net Unit Price	\$2000
Default Subscription Term	12
Subscription Pricing	Fixed Price
Include in Percent of Total	True
Exclude From Percent of Total	False

Cloud Storage Support	
Default Subscription Term	1
Subscription Pricing	Percent Of Total
Percent Of Total Base	Net
Percent Of Total (%)	10%

What is the calculated List Unit Price the user should see for Cloud Storage Support?

- A. ☐ \$50
- B. ☒ \$225
- C. ☐ \$275
- D. ☐ \$25

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Time Remaining : 00:33:22

12 of 65. Which two scenarios can be supported using Amendments?

Choose 2 answers

- A. ☒ Add new Products; co-terminate to existing Contract.
- B. ☐ Add new Products; use different End Date from existing Contract.
- C. ☒ Change quantities of existing Products; apply different discounts than original Quote.
- D. ☐ Change quantities of existing Products; maintain same discounts as original Quote.

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Time Remaining : 00:33:17

- 13 of 65. Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.

What are three ways the admin can adjust the design of this bundle to reduce scrolling in Configuration?

Choose 3 answers

- A. ☐ Set System to True on the Product Options to be excluded from the Configurator.
- B. ☒ Group the Product Features of the bundle into tabs using the Category field.
- C. ☐ Change Enable Large Configuration to True on the bundle Product.
- D. ☒ Set Option Selection Method to Add on the Product Features.
- E. ☒ Change Option Layout to Tabs on the bundle Product.

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Time Remaining : 00:33:14

14 of 65. Which two conditions must be met so a user can change the Quantity on an Order Product?

Choose 2 answers

- A. ☒ The package setting Allow Multiple Orders is enabled.
- B. ☐ The Order is in Draft Status.
- C. ☐ The Order setting Enable Negative Quantities is enabled.
- D. ☒ The Ordered checkbox on the Quote must be False.

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Time Remaining : 00:33:11

- 15 of 65. 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 Upgrade Target field on the Premier Support Product record to Premier Pro.
- B. ☐ Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- C. ☐ Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- D. ☒ Set the Renewal Product field on the Premier Support Product record to Premier Pro.

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Time Remaining : 00:33:09

- 16 of 65.** The admin at Universal Containers has a group of Price Rules with Lookup Queries that references a new Rental Rates object. After testing to confirm the Price Rules produce the expected behavior, the Price Rules are ready to be deployed to Production.

In which order should the admin deploy Price Rules with Lookup Queries to align with best practices?

- A. ☐ Price Rules, Price Conditions, Rental Rates, Lookup Queries, Price Actions
- B. ☐ Price Rules, Rental Rates, Lookup Queries, Price Actions, Price Conditions
- C. ☒ Rental Rates, Price Rules, Price Conditions, Lookup Queries, Price Actions
- D. ☐ Rental Rates, Lookup Queries, Price Rules, Price Conditions, Price Actions

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Time Remaining : 00:33:05

17 of 65. Universal Containers has two products:

- C-STOR-L, which is a Large Storage Container.
- C-LID-L, which is a Lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The admin wants to create an Option Constraint.

Which field should C-LID-L be stored in to meet this requirement?

- A. ☐ Constrained Option
- B. ☐ Optional SKU
- C. ☐ Constraining Option
- D. ☒ Configured SKU

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Time Remaining : 00:32:59

- 18 of 65.** The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product A, the item the customer purchased previously?

- A. ☐ Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.
- B. ☐ Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.
- C. ☐ Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- D. ☒ Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.

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Time Remaining : 00:32:56

19 of 65. Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes.

How can this agreement be configured to set the Regular Price for this customer?

- A. ☒ Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.
- B. ☐ Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- C. ☐ Create a Discount Schedule and add it to the Discount Schedule field on Product A.
- D. ☐ Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.

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Time Remaining : 00:32:52

20 of 65. A user created a Quote containing two Products. The Subscription Pricing field on Product A is blank. Product B has Subscription Pricing set to Percent of Total and both Products share the same Percent of Total Category. When the Contract is renewed, both Products are shown in the renewal Quote, but Product A has a Net Total of zero.

Why does Product A have a Net Total of zero?

- A. ☐ Product A is an Asset that the customer already owns.
- B. ☒ Include Net-New Products in Maintenance must be flagged in CPQ Package settings.
- C. ☐ Renewal Model was set to Asset Based at the Account Level.
- D. ☐ The Asset Conversion behavior on the Product must be set to Allow Renewals.

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Time Remaining : 00:32:48

- 21 of 65.** Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin field has been created on the Asset record. UC contracts from the Order.

When leveraging the twin field functionality to pass this information to the Asset record, on which object should the admin create a twin field?

- A. ☐ Product Option
- B. ☐ Order Product
- C. ☐ Opportunity Product
- D. ☒ Quote Line

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Time Remaining : 00:32:44

- 22 of 65. Universal Containers requires Quotes above a certain quantity threshold to be approved by the regional logistics manager. A custom object defines all regions and managers. Each Quote is automatically related to its region and its manager.

How should the admin leverage Advanced Approvals to meet the requirement?

- A. ☒ Create an Approval Rule and use the Approver Field picklist to dynamically assign the Approval to the Regional Manager.
- B. ☐ Create an Approval Chain and use the Approver Field to dynamically assign the Approval to the Regional Manager.
- C. ☐ Create an Approval Rule for each Region and select the Regional Manager in the Approver lookup field.
- D. ☐ Create an Approval Chain with an Approval Rule for each Regional Manager lookup field.

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Time Remaining : 00:32:40

23 of 65. An admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the admin take to meet this requirement?

- A. ☐ Set and choose a Group on the Feature.
- B. ☐ Set Option Layout to Tabs on the Feature.
- C. ☐ Set and choose a Category on the Feature.
- D. ☒ Set Option Layout to Tabs on the Product.

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- 24 of 65. Universal Containers provides a discount for an enterprise-level customer if a single line's Net Price is above a certain threshold. The admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click Calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A. ☐ The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it is evaluated.
- B. ☐ The Evaluation Scope of the Price Rule is set incorrectly to fire on the Configurator, so the Price Rule fires on the Configure Products page.
- C. ☐ The referenced formula field contains date/time data information that is unsupported, so the Price Rule fires sporadically.
- D. ☒ The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.

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25 of 65. Universal Containers has a bundle with many Features. In Feature A, all Product Options share the same Discount Schedule.

How should the admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

- A. ☐ Set the Discount Schedule on the Product Option records and mark the Cross Products checkbox as False on the Discount Schedule.
- B. ☒ Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount Schedule.
- C. ☐ Set the Discount Schedule on the Product Option records and mark the Cross Orders checkbox as True on the Discount Schedule.
- D. ☐ Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount Schedule.

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- 26 of 65. Universal Containers (UC) sells Product A with a tiered pricing model using a Discount Schedule with three discount tiers. UC signed an agreement that gives a 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 this client's 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 this client.
- 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 this client.
- D. ☐ Create a Price Book for this client 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 this client.

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- 27 of 65. Universal Containers has created a Discount Schedule with the Override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a Discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the admin may make to the original Discount Schedule?

- A. ☐ The Opportunity status has changed to Proposal/Price Quote.
- B. ☐ Override values are subject to Discount Schedule updates made by the admin.
- C. ☐ The Quote status has changed to Approved.
- D. ☒ The Save or Quick Save buttons are clicked.

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28 of 65. An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:

Option 1:

Optional SKU = Small Storage Container

Unit Price = \$2.00

Quantity = 10

Selected = True

Bundled = False

Option 2:

Optional SKU = Medium Storage Container

Unit Price = \$4.00

Quantity = 10

Selected = False

Bundled = False

Option 3:

Optional SKU = Custom Box Label

Unit Price = \$0.05

Quantity = 100

Selected = False

Bundled = True

Option 4:

Optional SKU = Shipping

Unit Price = \$7.50

Quantity = 1

Selected = True

Bundled = True

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

A. ☐ \$5.00

B. ☒ \$17.50

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Time Remaining : 00:31:47

- 29 of 65. 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 Allowed and the Configuration Event field to a value of Edit.
- B. ☐ Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- C. ☒ Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- D. ☐ Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.

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Time Remaining : 00:31:42

30 of 65. Universal Containers wants to quote a product that will persist until the customer cancels the subscription.

How should the admin set up this product so all downstream processes create perpetual subscriptions?

- A. ☒ A Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.
- B. ☐ The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.
- C. ☐ The sales rep should create a Quote without an end date or a subscription term associated with it.
- D. ☐ The value Evergreen should be put into the Subscription Type field on the Product.

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Time Remaining : 00:31:38

31 of 65. Universal Containers wants to prevent a Quote Term from being edited by other users.

What should the admin do to meet this requirement?

- A. ☐ On the Quote Term object, make the object Read-Only.
- B. ☐ On the User Profile, make the object Read-Only.
- C. ☒ On the Quote Term record, check the Locked checkbox.
- D. ☐ On the Quote Term record, check the Read-Only checkbox.

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Time Remaining : 00:31:31

- 32 of 65. A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote. The Subscription Term is 24 months. The Product's Default Subscription Term is 12 months. The Quantity is 10. The List Unit Price is \$120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step in the standard price waterfall?

- A. ☐ • Regular Unit Price: \$108.00
• Customer Unit Price: \$168.00
• Net Unit Price: \$156.00
- B. ☐ • Regular Unit Price: \$216.00
• Customer Unit Price: \$168.00
• Net Unit Price: \$156.00
- C. ☐ • Regular Unit Price: \$108.00
• Customer Unit Price: \$86.40
• Net Unit Price: \$82.08
- D. ☒ • Regular Unit Price: \$216.00
• Customer Unit Price: \$172.80
• Net Unit Price: \$164.16

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Time Remaining : 00:31:25

33 of 65. An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up to correctly map between Quote Lines and Product Options.

Which setup will ensure this condition is met?

- A. ☐ On the child options, Apply Immediately is False and Apply Immediately Context is Always.
- B. ☐ On the Configuration Attribute, Auto-Select is False.
- C. ☐ On the Configuration Attribute, Apply to Product Options is False.
- D. ☒ On the bundled parent, Apply to Product Options is False.

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Time Remaining : 00:31:21

34 of 65. An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- A. ☐ The value from the second record sorted alphabetically by Name is applied to the Target Field.
- B. ☐ The Target Field maintains its original value and an error message appears in the Quote Line Editor.
- C. ☒ The value from the record that was created most recently is applied to the Target Field.
- D. ☐ The value from the first record sorted alphabetically by Name is applied to the Target Field.

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Time Remaining : 00:31:18

35 of 65. When amending a contract, users have reported that the net pricing of some products is incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause?

- A. ☐ The Use Legacy Amend/Renew Service is TRUE in the package settings.
- B. ☒ The products have a Discount Schedule and Cross Order is unselected.
- C. ☐ The products' Pricebook Entry prices were changed after the Contract was generated.
- D. ☐ The Renewal Price and the Net Price on the Upgraded Subscriptions are different values.

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Time Remaining : 00:31:15

36 of 65. A subscription product that was newly created fails to display in the Product Selection screen when users search for it.

What are three possible reasons for this behavior?

Choose 3 answers

- A. ☒ The Component checkbox is TRUE on the Product record.
- B. ☒ The Active checkbox is FALSE on the Product record.
- C. ☐ The Product is missing a related Cost record.
- D. ☐ The Optional checkbox is TRUE on the Product record.
- E. ☒ The Product is missing a Pricebook Entry for the Quote's Pricebook.

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Time Remaining : 00:31:12

37 of 65. 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.

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Time Remaining : 00:31:09

- 38 of 65. 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. ☐ 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.

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Time Remaining : 00:31:06

39 of 65. An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A. ☐ Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.
- B. ☒ Create a Process Builder to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.
- C. ☐ Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- D. ☐ Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.

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Time Remaining : 00:31:00

- 40 of 65.** An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and be listed in a Line Item Column in the output document.

On which objects will the admin need to create the Configuration Attribute X custom field to meet this requirement?

- A. ☐ Configuration Attribute and Product Option
- B. ☒ Product Option and Quote Line
- C. ☐ Product Option and Quote
- D. ☐ Configuration Attribute and Quote

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Time Remaining : 00:30:57

- 41 of 65.** Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

- A. ☒ Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.
- B. ☐ Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.
- C. ☐ Native Approvals; multiple Approval Steps can be set up with the same Step Number to send Approval requests in parallel.
- D. ☐ Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.

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Time Remaining : 00:30:53

42 of 65. Universal Containers restricts users from selling more than 10 different products within a specific Product Feature at once.

What should the admin set up to satisfy this requirement?

- A. ☐ An Error Condition in a Product Rule should be set up to validate that all Product Option's Quantity field is less than or equal to 10.
- B. ☒ A value of 10 should be added to the Max Options field on the Feature record.
- C. ☐ The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- D. ☐ A Summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.

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Time Remaining : 00:30:50

- 43 of 65.** Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold. Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

- A. ☒ Bundled
- B. ☐ Selected
- C. ☐ Required
- D. ☐ Quantity Editable

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Time Remaining : 00:30:47

44 of 65. Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page.

Which solution meets the business requirement without creating a separate Price Book?

- A. ☐ Create a Product Rule where Type = Filter.
- B. ☐ Create a Hidden Search Filter in Product Selection based on Profile.
- C. ☐ Create a bundle with a Configuration Attribute.
- D. ☒ Create multiple bundles with Validation Product Rules.

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Time Remaining : 00:30:44

- 45 of 65. Universal Containers (UC) offers several enterprise server bundles with professional services. UC has a large catalog of professional services that are compatible with any server. New professional services are constantly being introduced. UC wants to design the product configuration to minimize maintenance and ensure scalability.

Which two actions should the admin take to construct these new bundles?

Choose 2 answers

- A. ☐ Create a new Custom Action that is filtered to show only Professional Services Products.
- B. ☒ Create a Dynamic Feature for Professional Services Products.
- C. ☐ Create a nested bundle that contains all Professional Services Products.
- D. ☒ Create a Filter Product Rule with a Product Action filtering for Professional Services Products.

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Time Remaining : 00:30:38

- 46 of 65. The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. ☒ A second Order is generated with the remaining Quote Lines.
- B. ☐ An error is thrown informing the user an Order already exists.
- C. ☐ An Order without Order Products is created.
- D. ☐ The existing Order is updated with the remaining Quote Lines.

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Time Remaining : 00:30:34

- 47 of 65.** Universal Containers (UC) wants to display the sum of a custom field within the standard table of the Line Editor. UC wants to keep the original subtotal and total fields.

Where should the admin place the custom field to display this total?

- A. ☒ The Summary Fields field set
- B. ☐ The Line Subtotals Total field package setting
- C. ☐ The Segmented Summary Fields field set
- D. ☐ The Totals Field package setting

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Time Remaining : 00:30:28

- 48 of 65. Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2022 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle.

How should the admin meet this requirement?

- A. ☒ • Change the Price Book Entries for the Product in the 2022 Price Book to 100 USD and 95 EUR.
• On the Product Option, set the Bundled field to True.
- B. ☐ • Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.
• Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.
• On both Product Option records, set the Required field to True.
- C. ☐ • Change the Price Book Entries for the Product in the 2022 Price Book to 100 USD and 95 EUR.
• On the Product Option, set the Selected field to True.
- D. ☐ • Change the Price Book Entries for the Product in the 2022 Price Book to 100 USD and 95 EUR.
• On the Product Option, set the System field to True.

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**Time Remaining : 00:30:17**

- 49 of 65. Universal Containers has set up an Account lookup field, Distributor__c, on the Quote to identify different distributors per group. Distributor accounts have a Discount_Level__c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- A. ☒ • Create a Configurator Scoped Price Rule that has a Price Condition where
- Object with value Quote Line
 - Tested Formula field with value SBQQ__Quote__r.Distributor__c
 - Operator field with value Not Equals
 - Filter Type field with Value selected
 - Filter Value field with blank value
- Add a Price Action to the Price Rule where
- Target Object with value Quote Line
 - Target Field with value SBQQ__DistributorDiscount__c
 - Formula Field with value SBQQ__Group__r.Distributor__r.Discount_Level__c
- B. ☐ • Create a Calculator Scoped Price Rule that has a Price Condition where
- Object with value Quote Line
 - Tested Formula field with value SBQQ__Quote__r.Distributor__c
 - Operator field with value Not Equals
 - Filter Type field with Value selected
 - Filter Value field with blank value
- Add a Price Action to the Price Rule where
- Target Object with value Quote Line
 - Target Field with value SBQQ__DistributorDiscount__c
 - Formula Field with value SBQQ__Group__r.Distributor__r.Discount_Level__c
- C. ☐ • Create a Configurator Scoped Price Rule that has a Price Condition where

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Time Remaining : 00:30:11

50 of 65. Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- A. ☐ Preserve Bundle Structure
- B. ☐ Enable Product Option Drawer
- C. ☐ Keep Bundle Together
- D. ☒ Visualize Product Hierarchy

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Time Remaining : 00:30:08

- 51 of 65. Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales reps attach the brochure to each email sent.

What should the admin do to simplify this process?

- A. ☐ Create an HTML Template Content record for the PDF and include it in a Template Section.
- B. ☒ Add the PDF as a required Additional Document on the Quote Template.
- C. ☐ Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- D. ☐ Upload the PDF into the Documents object folder named Output Attachments.

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Time Remaining : 00:30:03

- 52 of 65. Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ specialist if there is a way to manage its Product bundle without having to maintain additional Product Options.

Which option is the most appropriate for the CPQ specialist to suggest first?

- A. ☐ Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- B. ☐ Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- C. ☐ Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- D. ☒ Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.

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Time Remaining : 00:29:59

- 53 of 65. Universal Containers (UC) has an upcoming user conference that UC wants to promote to its customers. The admin has created a Product Selection Rule to automatically add a Conference Pass Product to all new Quotes.

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- A. ☒ The user selects a Product for the Quote.
- B. ☐ The user calculates a Quote.
- C. ☐ The user saves the Quote.
- D. ☐ The user selects a Configuration Attribute value for a Product.

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Time Remaining : 00:29:56

- 54 of 65. Universal Containers wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level.

Which two steps should the admin take to fulfill this requirement?

Choose 2 answers

- A. ☒ Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.
- B. ☒ Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.
- C. ☐ Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.
- D. ☐ Add Additional Disc. to the Line Editor Field Set on the Quote Line object.

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Time Remaining : 00:29:51

- 55 of 65. Universal Containers designates all miscellaneous components with a Product Family that equals MISC. The admin wants to automatically exclude these components from the output document.

What should the admin do to meet this requirement?

- A. ☒ On the Quote Template record, set the Show Bundled Products checkbox to False.
- B. ☐ On the Quote Template record, set the Show All Package Products checkbox to True.
- C. ☐ On the Template Section record, set filter fields to Product Family, Not Equals, and MISC.
- D. ☐ On each Product record with a family set to MISC, set the Component checkbox to True.

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Time Remaining : 00:29:48

56 of 65. After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approvals functionality?

- A. ☐ CPQ Quote object
- B. ☐ Core Salesforce Quote object
- C. ☐ CPQ Quote Line object
- D. ☒ Opportunity object

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Time Remaining : 00:29:45

57 of 65. Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- A. ☐ Remove the Subscription flag from the Product's Search Filters Field Set.
- B. ☐ Remove the Subscription flag from the Product's Search Results Field Set.
- C. ☐ Set the Filter Value on the Add Subscriptions Custom Action Search Filter to Hidden.
- D. ☒ Use a hidden Search Filter and attach it to the Add Subscriptions Custom Action.

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Time Remaining : 00:29:41

58 of 65. When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A.

Which settings should be used on the Price Rule to meet these requirements?

- A. ☐ Evaluation Scope = Configurator
Configurator Evaluation Event = Edit
- B. ☐ Evaluation Scope = Calculator
Calculator Evaluation Event = Save
- C. ☒ Evaluation Scope = Calculator
Calculator Evaluation Event = Edit
- D. ☐ Evaluation Scope = Configurator
Configurator Evaluation Event = Save

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Time Remaining : 00:29:35

- 59 of 65. 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?

Choose 2 answers

- A. ☒ Set Ignore Parent Contracted Prices to True on the business unit account record.
- B. ☐ Create a new Contracted Price record for Product A on the business unit account and set its Ignore Parent Contracted Prices to True.
- C. ☒ Create a new Contracted Price for Product A on the business unit account with a price of \$300.
- D. ☐ Set Ignore Parent Contracted Prices to True on the parent Contracted Price.

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Time Remaining : 00:29:29

- 60 of 65. A Universal Containers user states that a Configuration Attribute value can be set up during the initial configuration, but the value is absent when the user reconfigures.

What should the admin check to ensure the Configuration Attribute value is properly saved?

- A. ☐ A twin field must be created on the Product object.
- B. ☐ A twin field must be created on the Product Option object.
- C. ☒ A twin field must be created on the Quote Line object.
- D. ☐ A twin field must be created on the Quote object.

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Time Remaining : 00:29:25

61 of 65. Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.

How can the admin configure the Product to meet this requirement?

- A. ☐ Set the Asset Conversion field to One per unit.
- B. ☒ Select the Component checkbox on the Product.
- C. ☐ Select the Hidden checkbox on the Product.
- D. ☐ Set the Configuration Type field to Allowed.

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Time Remaining : 00:29:22

62 of 65. A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ Localization object?

Choose 2 answers

- A. ☐ Picklist values in the Product Family field on the Product object
- B. ☒ HTML Template Content in the Quote document
- C. ☒ The Feature Name field on the Configure Products page
- D. ☐ Configuration Attribute picklist values

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Time Remaining : 00:29:19

63 of 65. Universal Containers (UC) has a required Configuration Attribute for Color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the admin need to create the Color field to meet this requirement?

- A. ☒ Product Option, Quote Line
- B. ☐ Product, Product Option
- C. ☐ Quote Line, Asset
- D. ☐ Product, Quote Line

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Time Remaining : 00:29:17

64 of 65. The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction.

How should an admin meet the requirement?

- A. ☐ Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.
- B. ☐ Create a custom field called HideAdditionalDiscount__c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount__c checked.
- C. ☒ Create a custom checkbox, Show_Discount__c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.
- D. ☐ Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount__c and display it in the Quote Line Editor.

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Time Remaining : 00:29:14

65 of 65. When creating Orders from Quotes with Salesforce CPQ, the admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the admin perform to automatically split these types of Orders?

Choose 2 answers

- A. ☒ Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- B. ☐ Set the Order By field on the Quote Line to Product Family.
- C. ☐ Enable Allow Multiple Orders from a checkbox on the Quote.
- D. ☒ Set the Order By field on the Quote to Product Family.

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Time Remaining : 00:29:01

Your assessment responses are listed below. Asterisks(*) next to the item number indicate you have marked that item for review. Click on the item number to return to the desired item. When you are ready to submit your assessment, click the 'Submit Exam' button below to submit your responses and end the assessment.

Assessment Summary

Number of Items Answered: 65
Number of Items Unanswered: 0
Number of Items Marked for Review: 1

Answers

1. EAD	2. C	3. B	4. A
5. B	6. D	7. C	8. A
9. C	10. DAE	11. B	12. AC
13. BDE	14. DA	15. D	16. C
17. D	18. D	19. A	20. B
21. D	22. A	23. D	24. D
25. B	26. A	27. D	28. B
29. C	* 30. A	31. C	32. D
33. D	34. C	35. B	36. AEB
37. B	38. ACE	39. B	40. B
41. A	42. B	43. A	44. D
45. BD	46. A	47. A	48. A
49. A	50. D	51. B	52. D
53. A	54. AB	55. A	56. D
57. D	58. C	59. CA	60. C
61. B	62. CB	63. A	64. C
65. AD			

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Time Taken: 77 minutes of 105 minutes total**Result:** Pass

Topic	Percentage Correct
CPQ Platform	64%
Bundle Configurations	40%
Pricing	100%
Quote Templates	100%
Product Selection	50%
Orders, Contracts, Amendments, and Renewals	55%
Products	85%
Approvals	100%

Congratulations! You have successfully completed the certification exam to become a Salesforce Certified CPQ Specialist. Welcome to the Salesforce worldwide community of Certified Professionals!

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