

**KRYTERION™**

Version: 18.0.0



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**Salesforce Certified CPQ Specialist****Time Remaining : 00:58:54**

- 1 of 65.** Universal Containers (UC) sells two fixed-priced subscriptions (Products A and B) and one Percent Of Total subscription Product (Product C), which is calculated as a percentage of the List total of Products A and B. Both Products A and B are marked as 'Include in Percent Of Total'. UC also wants to enable ramping of quantities and pricing for all three Products on a yearly basis.

Which solution should the admin use to meet the requirement?

- A. ☒ Use Quote Line Groups for each annual term and set the Percent Of Total Scope on Product C to Group.
- B. ☐ Add Products A, B, and C to the Quote for the desired Quote Subscription Term.
- C. ☐ Implement a Quote Calculator Plugin (QCP) to aggregate Products A and B by segment.
- D. ☐ Set the Percent Of Total Target to Product C for Products A and B.

☐ Mark this item for later review.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:58:48**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:58:38**

- 3 of 65.** 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. ☐ 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.
- B. ☐ Create a workflow rule to insert 800 into the SBQQ\_\_ListPrice\_\_c field on the Quote Line when the SBQQ\_\_RequiredBy\_\_c field is blank.
- C. ☒ Enter 800 into the SBQQ\_\_UnitPrice\_\_c field on the Product Option to define a bundle-specific price for Support.
- D. ☐ Enter 20 into the SBQQ\_\_Discount\_\_c field on the Product Option to reduce the price from \$1,000 to \$800.

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## Salesforce Certified CPQ Specialist

**Time Remaining : 00:58:29**

- 4 of 65.** An admin created a picklist field on the Product Option object called Picklist123\_\_c. The admin created a Configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123\_\_c. The admin selected Bundle Z during Product Selection and populated a value for Picklist123\_\_c on the Configuration Attribute and saved from configuration. The admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. ☐ Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.
- B. ☐ Create a Workflow Rule that updates the Product Option field upon entering configuration.
- C. ☒ Create field Picklist123\_\_c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user re-enters configuration.
- D. ☐ Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:58:19****5 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; maintain same discounts as original Quote.
- D. ☒ Change quantities of existing Products; apply different discounts than original Quote.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:58:05**

**6 of 65.** Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the admin do to meet this requirement?

- A. ☒ Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the Unanimous checkbox to False on the Approver record.
- B. ☐ Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.
- C. ☐ Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.
- D. ☐ Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to True and Approval Step to 1 for each rule, then add all rules to the same Approval Chain.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:57:52**

- 7 of 65. Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

|                               | Product A   | Product B        |
|-------------------------------|-------------|------------------|
| Subscription Pricing          | Fixed Price | Percent Of Total |
| Subscription Term             | 1           | 1                |
| Percent Of Total Target       |             | Product A        |
| Percent Of Total Base         |             | Net              |
| Percent Of Total (%)          | 0%          | 10%              |
| Include In Percent Of Total   | TRUE        | FALSE            |
| Exclude From Percent Of Total | FALSE       | TRUE             |

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. ☐ \$120.00
- B. ☒ \$240.00
- C. ☐ \$0.00
- D. ☐ \$480.00

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:57:34**

- 8 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: \$86.40  
• Net Unit Price: \$82.08
- B. ☒ • Regular Unit Price: \$216.00  
• Customer Unit Price: \$172.80  
• Net Unit Price: \$164.16
- C. ☐ • Regular Unit Price: \$216.00  
• Customer Unit Price: \$168.00  
• Net Unit Price: \$156.00
- D. ☐ • Regular Unit Price: \$108.00  
• Customer Unit Price: \$168.00  
• Net Unit Price: \$156.00

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:57:21**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:57:07**

**10 of 65.** The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have the most current pricing logic prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- A. ☒ Create a Flow to trigger recalculation upon record save.
- B. ☒ Change the value of a field in the Calculating Fields Field Set.
- C. ☐ Add the Calculate button to the quote layout.
- D. ☐ Create a new Lightning button to trigger recalculation.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:57:00**

**11 of 65.** Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually?

Choose 2 answers

- A. ☒ Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.
- B. ☒ Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- C. ☐ Set the product up to use the Renewable value in the Subscription Type field.
- D. ☐ Create a workflow rule to check the Evergreen checkbox on the generated contract.

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## Salesforce Certified CPQ Specialist

Time Remaining : 00:56:37

- 12 of 65. Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for this specific Product.

What should the admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

- A. ☒ Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.
- B. ☐ Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.
- C. ☐ Fill in the Product field on the Price Rule with the Product.
- D. ☐ Fill in the Lookup Object field on the Price Rule with the Product.

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**Time Remaining : 00:56:29**

**13 of 65.** An existing bundle contains a feature called 'Warranty' that includes the following Products:

- 3-year Bronze Warranty
- 3-year Silver Warranty
- 3-year Gold Warranty
- 2-year Bronze Warranty Extension
- 2-year Silver Warranty Extension
- 2-year Gold Warranty Extension

The admin wants to minimize clicks, ensure that only one level of Warranty is selected, and ensure that any Warranty Extension can only be selected with the same base level of Warranty.

Which functionality should the admin use to meet the requirements?

- A. ☐ Feature Min/Max and Option Constraints
- B. ☐ Product Rules and Summary Variables
- C. ☐ Dynamic Option Filter Field Set
- D. ☒ Add Option Selection Method on the Feature

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### Salesforce Certified CPQ Specialist

**Time Remaining : 00:56:19**

**14 of 65.** Cloud Kicks creates detailed quotes for its customers which show the list of all items to be sent to each shipping location. A number of customers have requested a summary overview to be appended that shows the total quantity of each product added to the Quote, regardless of shipping location.

What should the admin do to meet the requirement?

- A. ☒ Set the Roll-Up Field to the Product Name in the Quote Template Section and select Roll Up in the Quantity Line Item Column.
- B. ☐ Construct a Summary Variable that calculates the total quantity for each product and render this on the output document in a new section.
- C. ☐ Construct a series of roll-up summary fields on the Quote that store the sum of the quantities for each product and subsequently render these fields on the output document.
- D. ☐ Change the Group Field to Product Name on the Template Section and set the Summary Function to SUM on the Quantity Line Item Column.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:56:10**

**15 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 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.
- B. ☐ 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.
- C. ☐ 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.
- D. ☒ Create a Flow to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:56:06**

- 16 of 65.** Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the admin notices the Standard Warranty was absent from the Order Product selection page.

What should the admin do to allow the Standard Warranty product to create an Order Product?

- A. ☐ Set the Product Family picklist on the Standard Warranty product's Product record to Services.
- B. ☐ Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- C. ☐ Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- D. ☒ Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:55:59**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:55:53**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:55:45**

- 19 of 65.** Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced as Percent Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- A. ☒ Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- B. ☐ Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.
- C. ☐ Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- D. ☐ Set the maintenance product Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.

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## Salesforce Certified CPQ Specialist

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20 of 65. Universal Containers sells a monthly subscription service with tiered pricing:

| Total Price                           |
|---------------------------------------|
| \$1,000 for the first 100 units       |
| \$1,000 plus \$9 per unit above 100   |
| \$4,600 plus \$8 per unit above 500   |
| \$8,600 plus \$7 per unit above 1,000 |

Which pricing method should the admin select for this service?

- A. ☐ List
- B. ☐ Segmented
- C. ☒ Block
- D. ☐ Tiered

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:55:27**

**21 of 65.** Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the admin configure the Shipping Plus Product record to meet this requirement?

- A. ☐ Set the Product Code as the first alphabetically of any Product's Product Code.
- B. ☐ Set the Product's Product Code as the only null Product Code of any Product.
- C. ☒ Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- D. ☐ Set the Product's Sort Order as the only null Sort Order of any Product.

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## Salesforce Certified CPQ Specialist

**Time Remaining : 00:55:20**

- 22 of 65.** Universal Containers (UC) serves different Quote Line fields to users based on whether a Quote represents new business, an amendment, or a renewal. Users have complained about numerous renewal-related Quote fields that show up in the Quote Line Editor irrespective of the Quote's Type.

In addition to creating custom Quote field sets for each Type, how should the UC admin meet this requirement?

- A. ☒ Create a Quote Line formula field called EditLinesFieldSetName that returns the name of the applicable field set.
- B. ☐ Use a Price Rule to populate the Quote field called EditLinesFieldSetName with the name of the applicable field set.
- C. ☐ Create a Quote formula field called HeaderFieldSetName that returns the name of the applicable field set.
- D. ☐ Use a Price Rule to populate the Quote field called HeaderFieldSetName with the name of the applicable field set.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:54:29**

**23 of 65.** 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 5%, and the products of Product Family Y by 10% upon renewal.

Which two actions 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.
- B. ☒ Set the Renewal Pricing Method on the Account to Uplift.
- C. ☐ Set the Renewal Pricing Method on the Contract to Uplift.
- D. ☐ Fill in the appropriate Renewal Uplift Rate on each Quote Line record.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:54:22**

**24 of 65.** Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor.

Which Salesforce CPQ functionality will satisfy this requirement?

- A. ☐ Custom page security plug-in script
- B. ☐ Price Rules
- C. ☐ Product Rules of filter type
- D. ☒ Custom Action with Search Filter

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## Salesforce Certified CPQ Specialist

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- 25 of 65. Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what are the expected unit price values at each step in the price waterfall?

- A. ☒ • List Unit Price: \$150  
• Regular Unit Price: \$100  
• Customer Unit Price: \$90  
• Net Unit Price: \$90
- B. ☐ • List Unit Price: \$100  
• Regular Unit Price: \$100  
• Customer Unit Price: \$90  
• Net Unit Price: \$90
- C. ☐ • List Unit Price: \$150  
• Regular Unit Price: \$150  
• Customer Unit Price: \$140  
• Net Unit Price: \$140
- D. ☐ • List Unit Price: \$150  
• Regular Unit Price: \$150  
• Customer Unit Price: \$100  
• Net Unit Price: \$90

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- 26 of 65.** A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity, the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.

How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. ☒ Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quoted checkbox on the Contract.
- B. ☐ Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- C. ☐ Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- D. ☐ Terminate the Contract with an End Date of November 30, and set the renewal Quote Start Date to December 1 of this year.

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**Time Remaining : 00:53:24**

- 27 of 65.** The admin at Universal Containers set up a Price Rule to override List Price with a discounted promotional price. The Price Action has a formula which is as follows:

$$SBQQ\_ListPrice\_c * (1 - Promotional\_Discount\_c)$$

The admin is finding that every time Calculate is clicked, the price is adjusted. For example, if List Price is \$10.00 and promotional discount is 10%:

$$10.00 * (1 - 0.10) = 9.00$$

The next time Calculate is clicked, the following calculation takes place:

$$9 * (1 - 0.10) = 8.10$$

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$$10.00 * (1 - 0.10) = 9.00$$

The next time Calculate is clicked, the following calculation takes place:

$$9 * (1 - 0.10) = 8.10$$

If List Price must be overridden, how can this problem be fixed?

- A. ☐ The Salesforce CPQ package has an MSRP field which should be used instead of List Price in the formula.
- B. ☐ Create a field to hold the Price Book price, and populate Before Calculate with a Price Rule for use in the formula.
- C. ☐ Create a field to hold the Price Book price, and populate on Quote creation with a Workflow Rule for use in the formula.
- D. ☒ The Salesforce CPQ package has an Original Price field which should be used instead of List Price in the formula.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:53:06**

**28 of 65.** Universal Containers' users are able to generate Quote Documents and navigate to all Quote Document records in the org. These users are unable to use the View button on documents created by another user.

How should the admin ensure that users are able to view these documents by default?

- A. ☐ View All permissions should be granted on the standard Document object.
- B. ☐ View All permissions should be granted on the Quote Document object.
- C. ☒ The Document Folder chosen in package settings must be visible to all users.
- D. ☐ A workflow rule should be used to change the Document Folder field on the Quote object.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:53:01**

**29 of 65.** When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the admin meet the business requirement?

- A. ☐ Set Asset Conversion for each downloadable Product to null.
- B. ☐ Set Asset Conversion for each downloadable Product to One per quote line.
- C. ☒ Set Asset Conversion for each downloadable Product to One per unit.
- D. ☐ Set Asset Conversion for each downloadable Product to a custom value.

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## Salesforce Certified CPQ Specialist

**Time Remaining : 00:52:50**

- 30 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 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.
- B. ☒ 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.
- C. ☐ 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.
- D. ☐ 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.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:52:44**

**31 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. ☐ Native Approvals; multiple Approval Steps can be set up with the same Step Number to send Approval requests in parallel.
- C. ☐ Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain 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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### Salesforce Certified CPQ Specialist

**Time Remaining : 00:52:38**

**32 of 65.** Universal Containers (UC) has a Product Family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the admin configure so the Product Rule meets this requirement?

- A. ☐ An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- B. ☐ An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- C. ☒ An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- D. ☐ An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:52:31**

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

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## Salesforce Certified CPQ Specialist

**Time Remaining : 00:52:23**

- 34 of 65.** An admin wants to set up a product bundle that dynamically generates SKUs depending on what users choose during the selling process.

Which three fields are required for this type of configuration?

Choose 3 answers

- A. ☐ Component Description Position
- B. ☒ Component Code Position
- C. ☒ Configured Code Pattern
- D. ☒ Component Code
- E. ☐ Configured Description Pattern

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:51:38**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:51:30**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:51:20**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:51:13**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:51:03**

**39 of 65.** Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the admin implemented a Contract Name custom field to allow the user to enter identifying information on each Contract record.

How can the admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. ☐ Create a custom Field Set on Contract and add the custom Contract Name fields to the Field Set.
- B. ☐ Create a custom Page Layout and add the custom Contract Name field to the layout.
- C. ☐ Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- D. ☒ Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.

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## Salesforce Certified CPQ Specialist

**Time Remaining : 00:50:49**

- 40 of 65.** Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.

A single quote can contain products for consumption anywhere in the country.

A custom object has been created to maintain a Price Multiplier per product per geographic area. Any discounts should apply on the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

- A. ☐ Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.
- B. ☐ Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.
- C. ☒ Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.
- D. ☐ Create a Lookup Price Rule to retrieve the multiplier and apply it to the Customer Price field on the Quote Line.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:50:45**

**41 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 Quote's Account lookup is populated.
- B. ☒ Ensure the Quote's Opportunity lookup is populated.
- C. ☒ Ensure the Quote's Primary checkbox has a value of True.
- D. ☒ Ensure the Opportunity's Primary Quote lookup is populated.
- E. ☐ Ensure the Quote's Primary checkbox has a value of False.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:50:38**

- 42 of 65.** 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.

Which CPQ functionality can the admin leverage to meet this requirement?

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:50:33**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:49:53**

**44 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. ☐ The org is using legacy amendment and renewal service.
- B. ☒ Additional Discount is a locked field on amendment Quotes.
- C. ☐ A Product Rule is preventing the Additional Discount from being edited.
- D. ☐ The Non Discountable field is marked True on the Product record for the Quote Line.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:49:46**

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

☐ Mark this item for later review.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:49:01**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:48:54**

- 47 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. ☒ Set Option Selection Method to Add on the Product Features.
- C. ☒ Change Option Layout to Tabs on the bundle Product.
- D. ☐ Change Enable Large Configuration to True on the bundle Product.
- E. ☒ Group the Product Features of the bundle into tabs using the Category field.

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## Salesforce Certified CPQ Specialist

**Time Remaining : 00:48:42**

**48 of 65.** Given a customer's tiered pricing model, an admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the admin configure the Discount Schedule to meet this requirement?

- A. ☐ Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.
- B. ☒ Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- C. ☐ Set the Discount Unit to Amount, create a custom Override\_Amount\_\_c field on the Edit Tiers page, select the User Defined checkbox, and then choose All from the Override Behavior picklist.
- D. ☐ Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:48:34**

- 49 of 65.** Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to re-distribute Order Products from one Order to another.

What are two considerations the CPQ admin must take into account to meet the requirement?

Choose 2 answers

- A. ☐ Ensure the Edit Order Products button is exposed in the Order Page Layout.
- B. ☐ Ensure the sales rep has Modify All in their profile.
- C. ☒ Ensure the sales rep is listed as the owner of the Order.
- D. ☒ Ensure the CPQ Orders package setting "Allow Multiple Orders" is selected.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:48:30**

**50 of 65.** An admin has a requirement within a specific bundle to ensure that Product B is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked.

What does the admin need to adjust so the Product Rule fires as expected?

- A. ☐ Set Apply Immediately to True on Product Option record for Product B.
- B. ☐ Set System field to True on Product Option record for Product A.
- C. ☐ Set System field to True on Product Option record for Product B.
- D. ☒ Set Apply Immediately to True on Product Option record for Product A.

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## Salesforce Certified CPQ Specialist

**Time Remaining : 00:48:19**

- 51 of 65.** A user at Universal Containers has logged a ticket stating that Cloud Storage Support is priced incorrectly. Based on a Quote with a 12-month Subscription Term and the information in the tables below, the admin needs to verify the claim by calculating the support pricing.

|                               |             |
|-------------------------------|-------------|
| Cloud Storage                 |             |
| List Unit Price               | \$1000      |
| Net Unit Price                | \$500       |
| Default Subscription Term     | 12          |
| Subscription Pricing          | Fixed Price |
| Include in Percent of Total   | False       |
| Exclude From Percent of Total | False       |

|                               |             |
|-------------------------------|-------------|
| Cloud Backup                  |             |
| List Unit Price               | \$500       |
| Net Unit Price                | \$250       |
| Default Subscription Term     | 12          |
| Subscription Pricing          | Fixed Price |
| Include in Percent of Total   | True        |
| 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. ☐ \$25  
C. ☒ \$225  
D. ☐ \$275

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:48:00**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:47:48**

**53 of 65.** An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- A. ☒ Asset
- B. ☐ Asset and Opportunity Product
- C. ☐ Asset and Order Product
- D. ☐ Order Product

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:47:41**

**54 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. ☒ A value of 10 should be added to the Max Options field on the Feature record.
- B. ☐ 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.
- C. ☐ A Summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- D. ☐ The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:47:36**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:47:30**

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

☐ Mark this item for later review.

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57 of 65. When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135.

If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

- A. ☐ Set the Bundled checkbox to True.
- B. ☐ Set the Unit Price field on the processor Product Option to a value of 180.
- C. ☒ Set the Discount % field on the processor Product Option to 10%.
- D. ☐ Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.

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**58 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. ☐ Verify that the related Opportunity is in Closed/Won status.
- B. ☒ Ensure there is at least one subscription-based Order Product on the Order.
- C. ☒ Confirm that each of the Order Products have been activated.
- D. ☒ Check recent Apex Jobs to identify any errors in the contracting process.
- E. ☐ Ensure the Order Start Date is later than the Opportunity Close Date.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:46:57**

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

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Time Remaining : 00:46:47

- 60 of 65. An admin is working on a Primary Quote attached to an Opportunity. The Price Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, and zero error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers

- A. ☒ Exclude from Opportunity is checked on the Product record.
- B. ☒ Only Products with an Effective Quantity greater than or less than zero sync to the Opportunity.
- C. ☐ Only Products with a price greater than zero sync to the Opportunity.
- D. ☐ Validation Rules on the Opportunity Product silently fail.
- E. ☒ Some Products are missing Price Book Entries.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:46:43**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:46:38**

**62 of 65.** Universal Containers uses over 45,000 different container Product records with CPQ. When a sales rep views the Add Products page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ specialist enable this functionality from the Salesforce CPQ managed package configuration settings?

- A. ☐ Add the Product Family field to the Search Results Field Set on the Product object.
- B. ☒ Select Product Family in the Product Results Group Field Name field in Additional Settings.
- C. ☐ Select Product Family in the Product Search Plugin field in Plugins.
- D. ☐ Check the Solution Groups Enabled checkbox, set Object to Quote Line, and set Name Field to Product Family.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:46:33**

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:46:28**

- 64 of 65.** 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. ☐ Create a Twin Field of the Square Footage field on the Quote Line object.
- B. ☒ Create a Twin Field of the Square Footage field on the Asset and Subscription objects.
- C. ☐ Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- D. ☐ Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.

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**65 of 65.** Universal Containers has a fixed bundle with selected Product Options. After selecting the bundle, the user should bypass the configuration process.

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

- A. ☐ Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add.
- B. ☐ Set the bundle product record fields Configuration Type to Required and Configuration Event to Always.
- C. ☐ Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Always.
- D. ☒ Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.

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**Time Taken:** 59 minutes of 105 minutes total**Result:** Pass

| Topic                                       | Percentage Correct |
|---------------------------------------------|--------------------|
| CPQ Platform                                | 71%                |
| Bundle Configurations                       | 90%                |
| Pricing                                     | 100%               |
| Quote Templates                             | 75%                |
| Product Selection                           | 100%               |
| Orders, Contracts, Amendments, and Renewals | 88%                |
| Products                                    | 85%                |
| Approvals                                   | 100%               |

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