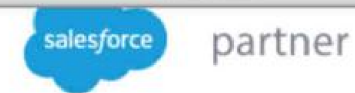


KRYTERION™

Version: 18.0.0



Salesforce Certified CPQ Specialist

Time Remaining : 00:47:30

- 1 of 65.** At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appear on one contract.

What are two ways the CPQ specialist can meet these requirements?

Choose 2 answers

- A. ☐ Set Quote Contracting Method to By Subscription End Date.
- B. ☐ Set Order Product Date to Today when the record is created using Process Builder.
- C. ☒ Set package Default Order Start Date to Today.
- D. ☒ Set Contracting Method on the Order to Single Contract.

☐ Mark this item for later review.

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Time Remaining : 00:47:23

- 2 of 65.** An admin has created a Flow to automatically generate the renewal Opportunity and Quote when a user activates the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription products.

What should the user see on the renewal Quote?

- A. ☐ The renewal Quote start date will be the Contract end date plus one day.
- B. ☐ Optional products from the original Quote will pull into the renewal.
- C. ☐ All Quote Line items will be pulled through from the original Quote.
- D. ☒ Additional discounts from the original Quote will automatically populate on the renewal.

☐ Mark this Item for later review.

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Time Remaining : 00:47:19

- 3 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. ☒ Include Net-New Products in Maintenance must be flagged in CPQ Package settings.
- B. ☐ Product A is an Asset that the customer already owns.
- 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.

☐ Mark this Item for later review.

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Time Remaining : 00:47:14

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

☐ Mark this item for later review.

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Time Remaining : 00:47:09

- 5 of 65.** Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

How should the admin meet the business requirements?

- A. ☐ Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- B. ☐ Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.
- C. ☒ Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.
- D. ☐ Create a Validation Rule that prevents an Order Product from being created on an Order representing the wrong milestone.

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Time Remaining : 00:46:59

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

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Time Remaining : 00:46:51

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

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Time Remaining : 00:46:47

- 8 of 65.** Universal Containers wants to provide a 10% discount to Product A, but only when customers who have previously purchased at least one unit of Product A decide to purchase more. The CPQ admin has set up a price rule, but it is currently running on all lines that contain Product A. Product A is a subscription product.

How should the CPQ admin prevent this rule from firing when a customer first purchases Product A?

- A. ☐ Create an Option Constraint with Check Prior Purchases set to True.
- B. ☐ Create a lookup query to check subscriptions for previously purchased products.
- C. ☒ Create a condition that checks that the Quote Line's Existing checkbox is set to True.
- D. ☐ Create a condition to evaluate a Summary Variable over previous subscriptions.

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

9 of 65. Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line when the sales rep clicks Calculate.

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

- A. ☐ A Price Rule with the Calculation Event of On Initialization to update the picklist field
- B. ☐ A Workflow Rule and field update on the Quote Line to update the picklist field
- C. ☒ A Price Rule with the Calculation Event of After Calculate to update the picklist field
- D. ☐ A Process Builder on the Quote Line to update the picklist field

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Version: 18.0.0

**Salesforce Certified CPQ Specialist****Time Remaining : 00:46:39**

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

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Time Remaining : 00:46:34

- 11 of 65.** Universal Containers requires an output document that has Quote Terms localized in three languages selectable by the user.

Which two tasks should the admin complete to set up localization of the quote PDF?

Choose 2 answers

- A. ☒ Check the Enable Multi-Language Translations box in the managed package settings.
- B. ☐ Set the Quote Term field Language to the desired output language for each Quote Term.
- C. ☐ Create a Quote picklist field named OutputLanguage with language codes as values.
- D. ☒ Create Localization records for individual Quote Terms for all three languages.

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Time Remaining : 00:46:29

- 12 of 65.** An admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the Product Rule to fire within this specific bundle.

What is a valid setup for the Configuration Rule?

- A. ☒ The Configuration Rule must be associated with the Parent Product in the bundle.
- B. ☐ The Configuration Rule must be associated with the Product Feature used within the bundle.
- C. ☐ The Configuration Rule must be associated with the Product Option records used in Product Actions.
- D. ☐ The Configuration Rule must be associated with Product records used in Product Actions.

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Time Remaining : 00:46:25

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

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Time Remaining : 00:46:22

14 of 65. Universal Containers only sells lid Products as part of a container Product. The admin wants to hide all lid Products from Product Selection.

How should the admin set up lid Products?

- A. ☒ Check the Component checkbox.
- B. ☐ Include lid Products in the description of container Products.
- C. ☐ Check the Hidden checkbox.
- D. ☐ Set the Product Family value to Accessory.

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Time Remaining : 00:46:16

15 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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Time Remaining : 00:46:10

- 16 of 65.** Universal Containers has a single Price Book for several currencies. The admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Products will be available within the Product Selection page?

- A. ☐ All Products with Price Book Entries in all Active Currencies
- B. ☒ All Products with Price Book Entries in the Opportunity/Quote Currency
- C. ☐ All Products with Price Book Entries when Dated Exchange Rates are enabled
- D. ☐ All Products with Price Book Entries with a positive Price

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Time Remaining : 00:46:05

- 17 of 65.** Universal Containers requires a specific level of approval 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 update a field used to flag this Quote Line for approval. The user has to click Calculate twice for the field to update.

What is the most likely cause of the issue?

- A. ☒ The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- 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 information that has yet to be calculated, so the Price Rule fires the second time it is evaluated.
- D. ☐ The referenced formula field contains date/time data information that is unsupported, so the Price Rule fires sporadically.

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Time Remaining : 00:45:57

- 18 of 65.** Northern Trail Outfitters (NTO) has recently expanded abroad, and has implemented multi-language document generation to send quotes in multiple languages. An end-user has reported that although most of the document has been translated, the Product Family, which is shown for every Quote Line in the Line Items section, is always shown in English.

What should the NTO admin do to correctly implement the translation for the Product Family picklist field?

- A. ☐ Use the CPQ Localization object and create a Localization value for Product Family.
- B. ☒ Use the Translation Workbench to translate the label of each picklist value in the required languages.
- C. ☐ Create a series of formula fields on the Product object, rendering the correct Product Family for every language.
- D. ☐ Refer to a Custom Metadata Type in the Output Document, which holds the translated values for each language of the picklist.

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Time Remaining : 00:45:52

- 19 of 65.** An admin has set the Group Field on one of the Quote Templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

- A. ☒ Modified By field on the user's Quote was last modified before the new Quote Template was Implemented.
- B. ☐ There are Quote Line Groups related to Quote A.
- C. ☒ Template Section with Template Content of Line Items type has a value in Group Field.
- D. ☐ Bundles on Quote A contain a Configuration Attribute designating location.

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Time Remaining : 00:45:47

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

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Time Remaining : 00:45:43

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

Which field should be set for the Product Option A?

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

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Time Remaining : 00:45:38

- 22 of 65.** At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the admin take to allow a sales rep to choose a volume that will apply to all Product Options?

Choose 2 answers

- A. ☐ Set up a Lookup Price Rule referencing a custom object.
- B. ☒ Create a bundle level Configuration Attribute.
- C. ☐ Create a Feature level Configuration Attribute.
- D. ☒ Set the Configuration Attribute with Apply to Product Options to True.

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Time Remaining : 00:45:33

- 23 of 65.** Universal Containers offers a bundle with two Products. Product A should always be added. Product B should be included initially, but can be removed by the user.

What are two Option configurations that must be utilized for Product B to meet the requirement?

Choose 2 answers

- A. ☐ Set Bundled to FALSE.
- B. ☒ Set Required to FALSE.
- C. ☒ Set Quantity Editable to TRUE.
- D. ☐ Set Selected to TRUE.

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Time Remaining : 00:45:28

24 of 65. Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.

How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A. ☒ Create two field sets on the Quote Line object representing each profile, and create a text formula field with the API name EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- B. ☐ Create two field sets on the Quote Line object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- C. ☐ Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- D. ☐ Create two field sets on the Quote object representing each profile, and create a text formula field with the API name EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.

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Time Remaining : 00:45:21

25 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 value Evergreen should be put into the Subscription Type field on the Product.
- C. ☐ The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.
- D. ☐ The sales rep should create a Quote without an end date or a subscription term associated with it.

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Time Remaining : 00:45:08

- 26 of 65. An admin is setting up multiple Option Constraints. When configuring the bundle, a user should be unable to select Product B unless the user has also selected Product A.

 Option Constraint Edit
New Option Constraint

Option Constraint Edit Save Save & New Cancel

Information

Constraint Name	Product A requires Product B	Active	☐
Constrained Option	PQ-000090	Configured SKU	Bundle A
Constraining Option	PQ-000091	Type	Exclusion
Check Prior Purchases	☒	Option Constraint Group	

What are two steps the admin must take to set up the Option Constraint?

Choose 2 answers

- A. ☒ The Active checkbox should be set to True.
- B. ☐ Option Constraint Group should be populated.
- C. ☐ Check Prior Purchases should be set to False.
- D. ☒ Type should be Dependency.

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Time Remaining : 00:44:57

- 27 of 65.** Northern Trail Outfitters (NTO) uses CPQ to streamline its quoting process. NTO has implemented a customer reward system that offers specialty products to highly valued customers. The previous admin created a checkbox field called `Is_Deluxe__c` and added the field into the Search Filter field set.

Sales reps are complaining that they can see every product except Deluxe when filtering. Instead, sales reps want to see all products, regardless of whether they are Deluxe, while keeping the ability to filter based on the `Is_Deluxe__c` field.

Which two changes should the consultant implement to meet the requirement?

Choose 2 answers

- A. ☒ Ensure products have a value for the `Is_Deluxe__c` field and the default is set to "-None-".
- B. ☒ Create a filter Product Rule that uses the `Is_Deluxe__c` field.
- C. ☐ Change the `Is_Deluxe__c` field to a picklist with the values "True" and "False".
- D. ☐ Remove the `Is_Deluxe__c` field from the Product's Search Filter field set.

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Time Remaining : 00:44:51

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

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Time Remaining : 00:44:48

29 of 65. Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Lower	Upper	Discount
First Level	1	11	10%
Second Level	11	21	25%
Third Level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. ☒ \$1,700.00
B. ☐ \$1,050.00
C. ☐ \$1,725.00
D. ☐ \$1,575.00

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Time Remaining : 00:44:41

30 of 65. An admin created a dynamic bundle and needs a Product Rule to limit which products users see when configuring the bundle.

Which type of Product Action should the admin create to ensure that only a specific set of products may be selected for the dynamic bundle?

- A. ☐ Enable
- B. ☐ Show
- C. ☐ Optional Filter
- D. ☒ Default Filter

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Time Remaining : 00:44:36

- 31 of 65.** An admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with."

If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

- A. ☒ Sales reps can delete the text to ignore the filter.
- B. ☐ Sales reps can replace the text, but are unable to leave the required field blank.
- C. ☐ Sales reps can see the filter, but are unable to alter the filter text.
- D. ☐ Sales reps can change the operator from "starts with" to "contains."

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Time Remaining : 00:44:31

- 32 of 65.** Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

- A. ☐ Select the correct Documents Folder from the Documents field on the Quote Template.
- B. ☐ Create a new Template Section for each PDF document.
- C. ☐ Reference each PDF Document in Custom Template Content records.
- D. ☒ Create a new Additional Document on the Quote Template for each PDF document.

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Time Remaining : 00:44:14

- 33 of 65.** Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote Line field values:

- List Price: \$100
- Quantity: 5

Discount Schedule field values:

- Type: Slab
- Discount Unit: Percent

Discount Tiers:

Tier Name	Lower Bound	Upper Bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6	blank	20%

- A. ☐ \$480.00
- B. ☒ \$470.00
- C. ☐ \$500.00
- D. ☐ \$450.00

☐ Mark this Item for later review.

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Salesforce Certified CPQ Specialist

Time Remaining : 00:44:06

- 34 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 Required 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 Disabled and the Configuration Event field to a value of Always.

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Salesforce Certified CPQ Specialist

Time Remaining : 00:44:01

- 35 of 65.** If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?
- A. ☐ On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
 - B. ☐ On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
 - C. ☒ Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
 - D. ☐ Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.

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Salesforce Certified CPQ Specialist

Time Remaining : 00:43:52

- 36 of 65.** Universal Containers has a high volume of contracts that are renewed each year. Recently, a number of orders have failed to generate a contract despite those orders being activated and containing subscription-based products.

Where should the admin look to identify the source of the error?

- A. ☒ Debug Logs
- B. ☐ Apex Jobs
- C. ☐ Record Jobs
- D. ☐ Paused & Failed Flow Interviews

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KRYTERION™

Version: 18.0.0

**Salesforce Certified CPQ Specialist****Time Remaining : 00:43:49**

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

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

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Time Remaining : 00:43:43

38 of 65. Universal Containers allows clients to negotiate a discount for Product A until a specified date upon Contract activation.

Which three fields on the Contracted Price record should be configured to satisfy this requirement?

Choose 3 answers

- A. ☒ Product
- B. ☐ Contract
- C. ☒ Expiration Date
- D. ☐ Effective Date
- E. ☒ Discount

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KRYTERION™

Version: 18.0.0

**Salesforce Certified CPQ Specialist****Time Remaining : 00:43:36****39 of 65.** How can an admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. ☐ Set the Configuration Type to Disabled.
- B. ☒ Set the Configuration Type to Allowed and Configuration Event to Add.
- C. ☐ Set the Configuration Type to Allowed and Configuration Event to Always.
- D. ☐ Set the Active checkbox on Add Group Custom Action to False.

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KRYTERION™

Version: 18.0.0

**Salesforce Certified CPQ Specialist****Time Remaining : 00:43:32**

- 40 of 65.** The EditLinesFieldSetName special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?
- A. ☐ The Quote fields that may be edited.
 - B. ☐ The fields that trigger a calculation event to occur.
 - C. ☒ The Quote Line fields that are visible.
 - D. ☐ The fields that appear in the Quote Line Drawer.

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Time Remaining : 00:43:28

41 of 65. A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.

What are two reasons that could explain this behavior?

Choose 2 answers:

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

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KRYTERION™

Version: 18.0.0

**Salesforce Certified CPQ Specialist****Time Remaining : 00:43:25**

42 of 65. A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.

Which date will CPQ use to calculate the prorate multiplier?

- A. ☒ The Quote date
- B. ☐ The Quote Line date
- C. ☐ The earliest date
- D. ☐ The latest date

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43 of 65. Northern Trail Outfitters has two products:

Adventure in a Box

Pricing Method	List
Subscription Pricing	Fixed Price
Subscription Term	1
Include In Percent of Total	True

Premium Support

Pricing Method	List
Subscription Pricing	Percent Of Total
Subscription Term	1
Percent of Total (%)	10%
Percent of Total Base	List

Both products are added to a one year quote. The Adventure in a Box product has a list price of \$10 with a discount of 50%.

What is the expected Net Total of Premium Support?

- A. ☐ \$54.00
- B. ☐ \$6.00
- C. ☐ \$60.00
- D. ☒ \$12.00

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Time Remaining : 00:42:49

- 44 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. ☒ Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- B. ☒ Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.
- 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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Time Remaining : 00:42:47

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

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Time Remaining : 00:42:42

- 46 of 65.** A series of Quote Terms QT-0001 through QT-0005 should appear before a Line Items table. Quote Terms QT-0006 through QT-0007 should appear after the Line Items table.

What is the most efficient way to implement this Quote Template?

- A. ☐ Create a Line Items table in rich-text format as a Quote Term record, representing each field in the table as a bulleted list under a separate header that represents the columns.
- B. ☐ Create two Quote Terms and add a Line Items table in a single HTML type Template Content Record and connect the Quote Terms with the Template Content represented as HTML tables.
- C. ☒ Create a Line Items table and two Quote Term type Template Content records to associate, and then set the order for each Quote Term with each Template Content record.
- D. ☐ Create the Line Items table and Quote Terms as a required Additional Document related to the Quote Template, and then set the order for each document and mark as 'Required'.

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Time Remaining : 00:42:36

- 47 of 65.** A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal Opportunity and uses the New button from the Quotes Related List. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve Bundle Structure on the Contract is set to True.

What are two ways a sales user should generate an accurate Renewal Quote?

Choose 2 answers

- A. ☐ Clone the original Opportunity using the Clone with Products button and use the New Quote button in the Quote related list.
- B. ☒ Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related List.
- C. ☒ Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- D. ☐ Clone the original Quote and update Quote Type to Renewal.

☐ Mark this item for later review.

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Time Remaining : 00:42:21

- 48 of 65.** Universal Containers (UC) sells containers in three sizes. The admin has created a bundle product for the container with Product Options for different size lids. The admin has also created a Configuration Attribute called Container Size with three different values. When a user selects a particular size container in the Configuration Attribute, only the lid for that size container should be available for selection. An admin has created a lookup table to capture which Product Options are valid for each container size.

Which steps should the admin take using a Product Rule to ensure only the lids of the correct size are displayed with each container?

- A. ☐ Create a Product Rule of type Selection.
Create a Lookup Query which compares the Configuration Attribute value to the lookup table to disable the invalid options.
- B. ☒ Create a Product Rule of type Selection.
Create a Lookup Query which compares the Configuration Attribute value to the lookup table and selects the valid option.
- C. ☐ Create a Product Rule of type Alert.
Create a Lookup Query which compares the Configuration Attribute value to the lookup table and warns the user from saving without selecting the valid option.
- D. ☐ Create a Product Rule of type Validation.
Create a Lookup Query which compares the Configuration Attribute value to the lookup table and prevents the user from saving without selecting the valid option.

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Salesforce Certified CPQ Specialist

Time Remaining : 00:42:13

49 of 65. In what way does Smart Approvals expedite the approval process?

- A. ☐ Quotes within defined thresholds will be automatically approved.
- B. ☒ Rejected Quotes that are resubmitted within previously approved values go directly to the person who rejected them.
- C. ☐ Quotes with multiple steps in the approval chain go directly to the highest approver required.
- D. ☐ Approving a Quote will auto-approve any lesser-discount Quotes related to the same Opportunity.

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Salesforce Certified CPQ Specialist**Time Remaining : 00:42:02**

- 50 of 65.** Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirement?

- A. ☐ Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- B. ☐ Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePricebookId__c on the Opportunity.
- C. ☒ Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.
- D. ☐ Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.

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Time Remaining : 00:41:53

- 51 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. ☐ Configuration Attribute and Quote
- D. ☐ Product Option and Quote

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Salesforce Certified CPQ Specialist

Time Remaining : 00:41:48

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

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Time Remaining : 00:41:42

- 53 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 the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- 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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Time Remaining : 00:41:37

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

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Time Remaining : 00:41:31

- 55 of 65.** Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. ☐ Update Percent of Total Category on the hardware products to Hardware.
- B. ☐ Update Percent of Total Target on Warranty to Standard Warranty.
- C. ☒ Update Percent of Total Base on Warranty to Net Price.
- D. ☐ Update Percent of Total (%) on the hardware products to 10.

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Time Remaining : 00:41:26

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

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Time Remaining : 00:41:19

- 57 of 65.** Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the admin set up this data flow?

- A. ☐ Renewal Quote Line values are automatically mapped from original Quote Lines.
- B. ☐ A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.
- C. ☐ A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- D. ☒ A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

☐ Mark this Item for later review.

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Time Remaining : 00:41:11

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

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Time Remaining : 00:41:06

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

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Time Remaining : 00:41:02

- 60 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, Rental Rates, Lookup Queries, Price Actions, Price Conditions
- B. ☐ Price Rules, Price Conditions, Rental Rates, Lookup Queries, Price Actions
- 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 : 00:40:51

- 61 of 65.** Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

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

Which three steps should the admin take to set up this pricing?

Choose 3 answers

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

☐ Mark this item for later review.

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62 of 65. Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

- Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.
- Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000.

Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied.

What is the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

- A. ☐
 - Product A Prorate Multiplier = 0.5
 - Product A Net Total = \$27,000
 - Product B Prorate Multiplier = 18
 - Product B Net Total = \$36,000
- B. ☐
 - Product A Prorate Multiplier = 1
 - Product A Net Total = \$27,000
 - Product B Prorate Multiplier = 1
 - Product B Net Total = \$36,000
- C. ☒
 - Product A Prorate Multiplier = 0.5
 - Product A Net Total = \$270,000
 - Product B Prorate Multiplier = 18
 - Product B Net Total = \$540,000
- D. ☐
 - Product A Prorate Multiplier = 0.5
 - Product A Net Total = \$270,000
 - Product B Prorate Multiplier = 18
 - Product B Net Total = \$360,000

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Salesforce Certified CPQ Specialist

Time Remaining : 00:40:24

63 of 65. A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.

How should the user achieve this?

- A. ☒ Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.
- B. ☐ Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- C. ☐ Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.
- D. ☐ Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.

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Salesforce Certified CPQ Specialist

Time Remaining : 00:40:19

- 64 of 65.** Universal Containers has recently begun to transition away from a handful of legacy products. These Products should be unavailable for selection on Quotes via CPQ to new or existing customers. The admin has deactivated the Products and disabled the 'Use Inactive Prices' package setting, but the Products continue to show up on new business Quotes that are submitted for approval.

What are two possible causes of this issue?

Choose 2 answers

- A. ☐ Users have saved the legacy products to their list of favorites.
- B. ☐ Users are cloning pre-existing Quotes that feature one or more of the legacy products.
- C. ☒ Search Filters are too broad and are returning legacy products.
- D. ☒ The inactive legacy products have active Price Book Entries.

☒ Mark this item for later review.

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Written Materials



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Time Remaining : 00:40:15

65 of 65. Universal Containers sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two options represent a valid configuration to meet this requirement?

Choose 2 answers

- A. ☐ Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- B. ☒ Pricing Method set to List and Subscription Pricing set to Percent of Total
- C. ☐ Pricing Method set to Custom and Subscription Pricing set to Custom
- D. ☒ Pricing Method set to Percent of Total and Subscription Pricing blank

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