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Time Remaining : 01:02:22

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

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Time Remaining : 01:02:17

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

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Time Remaining : 01:02:12

3 of 65. Universal Containers (UC) has products that will only be utilized as Product Options inside five different bundle products. When a user adds products to the Quote Line Editor, UC wants:

- Bundle products to show in the Product Selection page.
- Products that are Product Options of the bundles to be excluded from the Product Selection page.

How should the admin set up the bundles?

- A. ☐ Select the Hidden checkbox for any Product that is a Product Option for the bundles.
- B. ☒ Select the Component checkbox on any Product that is a Product Option for the bundles.
- C. ☐ Select the bundled checkbox on each Product Option and mark the Product inactive.
- D. ☐ Select the Selected checkbox on each Product Option and mark the Product inactive.

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Time Remaining : 01:02:02

- 4 of 65. Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the admin create for this Price Rule?

- A. ☐
 - One Price Condition using a Summary Variable counting Product A to verify that Product A is selected
 - One Price Action to inject the value 10 into the Quantity field
 - One Price Action to inject the value 50 into the Unit Price field
- B. ☐
 - One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
 - One Price Action to inject the value 10 into the Quantity field
 - One Price Action to inject the value 50 into the Unit Price field
- C. ☐
 - One Price Condition using a Summary Variable counting Product A to verify that Product A is selected
 - One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
 - One Price Action to inject the value 50 into the Unit Price field

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The admin decides to use a Price Rule targeting the Configurator to implement this price change.

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 - One Price Action to inject the value 10 into the Quantity field
 - One Price Action to inject the value 50 into the Unit Price field
- B. ☐
 - One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
 - One Price Action to inject the value 10 into the Quantity field
 - One Price Action to inject the value 50 into the Unit Price field
- C. ☐
 - One Price Condition using a Summary Variable counting Product A to verify that Product A is selected
 - One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
 - One Price Action to inject the value 50 into the Unit Price field
- D. ☒
 - One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A"
 - One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
 - One Price Action to inject the value 50 into the Unit Price field

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Time Remaining : 01:01:46

5 of 65. Universal Containers (UC) uploads all product photos to an external content management system (CMS). The VP of sales wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.

What is the most efficient method for the CPQ specialist to meet the business requirement?

- A. ☐ Create an integration between the CMS and Salesforce.
- B. ☐ Create a Hyperlink field that stores the URL of the image.
- C. ☒ Create a Rich-Text Area field and store the image value.
- D. ☐ Create a formula field that leverages the IMAGE function.

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Time Remaining : 01:01:37

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

How should the admin make the prices visible again?

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

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Time Remaining : 01:01:31

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

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Time Remaining : 01:01:27

8 of 65. A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales rep's first attempt to contract the Order.

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

Choose 3 answers

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

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Time Remaining : 01:01:22

9 of 65. Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- A. ☐ Create a Selection Product Rule that automatically shows and hides Product Options based on the service level.
- B. ☒ Ensure Apply Immediately is set to TRUE on the Configuration Attribute.
- C. ☒ Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- D. ☐ Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.

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Time Remaining : 01:01:16

10 of 65. Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the Line Editor Field Set on the Quote Line object.

What does the admin need to do so the sales reps can search Campaign records in the Quote Line Editor without seeing a warning message?

- A. ☐ Create a twin field on the Campaign object using the same API name as the lookup field.
- B. ☐ Add the lookup field to the Quote Line page layout.
- C. ☐ Add the name of the lookup field into the Line Editor Field Set on the Quote object.
- D. ☒ Create and populate a Field Set on the Campaign object named CPO_Lookup.

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Time Remaining : 01:01:04

11 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. ☒ 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.
- C. ☐ Create a Lookup Price Rule to retrieve the multiplier and apply it to the Customer Price field on the Quote Line.
- D. ☐ Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.

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Time Remaining : 01:00:57

12 of 65. A Configuration Attribute displays a Product Option picklist field named Custom_Picklist__c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist contains fewer values than the field from the Product Option.

Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

- A. ☐ The selected value is saved to the quote line field.
- B. ☐ A null value is saved to the quote line field.
- C. ☒ An error message appears that prevents saving the configuration.
- D. ☐ The Save button is gray and unavailable in the configurator.

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Time Remaining : 01:00:52

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

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

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

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Time Remaining : 01:00:47

- 14 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. ☒ Set the Renewal Pricing Method on the Account to Uplift.
- B. ☒ Fill in the appropriate Renewal Uplift Rate on each Subscription record.
- 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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Time Remaining : 01:00:41

15 of 65. Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created.

Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the admin configure to meet the requirement?

- A. ☒ Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- B. ☐ Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.
- C. ☐ Automate setting the Renewal Forecast checkbox with a Lightning Quick Action on the Renewal Opportunity.
- D. ☐ Automate setting the Renewal Forecast checkbox on the current Contract upon creation.

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Time Remaining : 01:00:37

16 of 65. How should an admin enable renewal uplift on an Account?

- A. ☒ Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.
- B. ☐ Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- C. ☐ Change the Renewal Pricing Method to Same on the Account.
- D. ☐ Update the Markup (%) field on the Renewal Quote.

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Time Remaining : 01:00:31

- 17 of 65. The sales manager at Universal Containers wants to ensure that bundles:
- Cannot be reconfigured when a Renewal Quote is created.
 - Allow sales reps to configure bundles only on new or amendment quotes.

What should the CPQ specialist do to meet these requirements?

- A. ☐ Ensure SBQQ__ReconfigurationDisabled__c is set to TRUE on the Bundle product.
- B. ☐ Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to "Renewal".
- C. ☐ Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is not equal to "Renewal".
- D. ☒ Ensure SBQQ__ReconfigurationDisabled__c is set to "Disabled" on the Bundle product.

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Time Remaining : 01:00:26

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

Choose 3 answers

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

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Time Remaining : 01:00:21

19 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 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.
- D. ☐ 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.

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Time Remaining : 01:00:16

20 of 65. A user is unable to see a particular Product on the Product Selection screen when clicking Add Products.

What are two potential reasons the Product is unavailable?

Choose 2 answers

- A. ☒ The Component checkbox on the Product record is set to TRUE.
- B. ☐ The Add Products button has a Custom Action Condition associated to it.
- C. ☒ The Add Products button has a Search Filter associated to it.
- D. ☐ The Hidden checkbox on the Product record is set to TRUE.

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Time Remaining : 01:00:10

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

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

Choose 2 answers

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

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Time Remaining : 01:00:04

22 of 65. An admin wants the user to have the ability to choose options and define option quantity via bundle configuration.

Which three values for Configuration Type will meet this requirement?

Choose 3 answers

- A. ☐ Add
- B. ☐ Disabled
- C. ☒ Allowed
- D. ☒ Required
- E. ☒ None

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Time Remaining : 00:59:56

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

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Time Remaining : 00:59:48

- 24 of 65. Universal Containers (UC) sells a product that uses Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100.

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

Choose 2 answers

- A. ☒ Set the product's Percent of Total Constraint field to List price is minimum.
- B. ☐ Create a Price Book Entry of \$0 for the product.
- C. ☒ Create a Price Book Entry of \$100 for the product.
- D. ☐ Set the product's Price Editable field to TRUE.

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Time Remaining : 00:59:43

- 25 of 65. Product A has the "One per Unit" option selected within the Asset Conversion picklist. Users are reporting that when they modify the quantity for Product A on an amendment Quote, the following error displays:

"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update."

What should the CPQ specialist do to ensure sales reps can edit the quantity of asset-based products within an amendment Quote?

- A. ☐ Set the Asset Conversion field value to "None".
- B. ☒ Set the Asset Amendment Behavior field value to "Default".
- C. ☐ Set the Asset Conversion field value to "One per Quote".
- D. ☐ Set the Asset Amendment Behavior field value to "Allow Refund".

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Time Remaining : 00:59:36

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

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

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

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

What updates should the sales operations team expect?

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

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Time Remaining : 00:59:25

28 of 65. What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?

Choose 2 answers

- A. ☒ The user must have access to the CPQ quote and all related objects.
- B. ☐ The user that authorizes the calculation service is a non-human admin user.
- C. ☐ The user's role should be placed at the top of the Role Hierarchy.
- D. ☒ The user that authorizes the calculation service has API Only enabled.

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Time Remaining : 00:59:19

29 of 65. How can an admin prevent users from reconfiguring a specific bundle after initial configuration?

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

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Time Remaining : 00:59:15

30 of 65. Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

- A. ☐ Opportunity Product
- B. ☒ Contracted Price
- C. ☐ Product
- D. ☒ Product Option

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Time Remaining : 00:59:10

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

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Time Remaining : 00:59:04

32 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. ☐ Bundles on Quote A contain a Configuration Attribute designating location.
- C. ☒ Template Section with Template Content of Line Items type has a value in Group Field.
- D. ☐ There are Quote Line Groups related to Quote A.

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:58:57**

33 of 65. Universal Containers sells a non-renewable subscription Product that is priced on a yearly basis.

Which Subscription field values should the admin set to meet this requirement?

- A. ☐ • Subscription Term: 1
• Subscription Type: One-Time
• Subscription Pricing: Percent of Total
- B. ☐ • Subscription Term: 12
• Subscription Type: Evergreen
• Subscription Pricing: Fixed Price
- C. ☒ • Subscription Term: 12
• Subscription Type: One-Time
• Subscription Pricing: Fixed Price
- D. ☐ • Subscription Term: 1
• Subscription Type: Evergreen
• Subscription Pricing: Percent of Total

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Time Remaining : 00:58:42

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

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

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

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Time Remaining : 00:58:36

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

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Time Remaining : 00:58:05

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

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

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

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Time Remaining : 00:58:00

37 of 65. Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is primary, and another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. ☐ The Hide Group Subtotals Field on the Quote Template
- B. ☒ The Conditional Print Field for each price Line Column
- C. ☐ The Conditional Print Field of a Template Section for only price Line Columns
- D. ☐ The Hide Totals Field on the Quote Template

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Time Remaining : 00:57:54

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

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Time Remaining : 00:57:49

39 of 65. While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too many clicks. Management has asked the admin to streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the admin enable to meet this requirement?

- A. ☒ Calculate Immediately
- B. ☐ Use Inactive Prices
- C. ☐ Enable Quick Calculate
- D. ☐ Use Legacy Calculator

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Time Remaining : 00:57:44

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

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

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

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Time Remaining : 00:57:40

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

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

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

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Time Remaining : 00:57:32

42 of 65. In which scenario must an admin choose the Custom value for the Condition Met field of a Price Rule?

- A. ☐ One or more Price Condition records have a lookup to a Summary Variable.
- B. ☒ The Price Rule uses a combination of AND and OR logic when evaluating three or more Price Conditions.
- C. ☐ One or more Price Condition records use a formula that references a non-CPQ object field.
- D. ☐ The Price Rule uses a custom lookup object to store key-value pairs for Price Conditions.

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Time Remaining : 00:57:27

- 43 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. ☐ Optional SKU
- C. ☐ Constrained Option
- D. ☒ Configured SKU

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Time Remaining : 00:57:23

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

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Time Remaining : 00:57:18

45 of 65. Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. ☒ Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- B. ☐ Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- C. ☐ Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- D. ☐ Set Next Automated Approver Determined By to Manager on the Approval Process.

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Time Remaining : 00:57:15

46 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. ☐ \$1,050.00
B. ☐ \$1,725.00
C. ☐ \$1,575.00
D. ☒ \$1,700.00

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Time Remaining : 00:57:08

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

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Time Remaining : 00:57:03

48 of 65. The admin wants to ensure that within one bundle, either Product A or Product B can be added to the Quote. During configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the Quote rather than Product B.

Which setup should the admin use to meet these requirements?

- A. ☒ A Product Selection Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a Product Action will remove Product B.
- B. ☐ A Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.
- C. ☐ A Product Selection Rule with a higher Evaluation Order where the Product Action removes Product A when Product B is chosen, and a second Product Selection Rule with a lower Evaluation Order which removes Product B when Product A is chosen.
- D. ☐ A Product Alert Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.

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Time Remaining : 00:56:55

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

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Time Remaining : 00:56:45

50 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 have a Discount Schedule and Cross Order is unselected.
- B. ☐ A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- C. ☐ The Revised Quantity has been set on the Subscription record.
- D. ☐ A Price Rule is firing On Calculate and changing the Effective Quantity.

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Time Remaining : 00:56:40

51 of 65. Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group for each location. UC wants to split orders by delivery location automatically.

How should the consultant meet the requirement?

- A. ☐ Ensure the Order by Quote Line Group field is set to TRUE, and then set the Ordered field to TRUE.
- B. ☐ Ensure the Order by Quote Line Group field is set to TRUE, and then click the Create Order button.
- C. ☒ Set the Order By picklist field to the value of SBQQ__Group__c, and then click the Create Order button.
- D. ☐ Set the Order By picklist field to the Location field on the Quote Line Group, and then set the Ordered field to TRUE.

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Time Remaining : 00:56:34

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

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Time Remaining : 00:56:29

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

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Time Remaining : 00:56:24

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

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

Choose 2 answers

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

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Time Remaining : 00:56:19

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

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Time Remaining : 00:56:05

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

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57 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 earliest date
- C. ☐ The Quote Line date
- D. ☐ The latest date

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Time Remaining : 00:55:54

58 of 65. Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the admin set up these requirements for the users?

- A. ☐ Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- B. ☐ Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for Support.
- C. ☒ Set Max Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- D. ☐ Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for Support.

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Time Remaining : 00:55:49

59 of 65. Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval.

How can the admin meet this requirement?

- A. ☐ Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.
- B. ☐ Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.
- C. ☒ Using Advanced Approvals, place the Preview Approval button on the Quote page layout.
- D. ☐ Using Native Approvals, build a custom button to display the approval matrix to users.

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Time Remaining : 00:55:44

60 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 Primary checkbox has a value of True.
- C. ☒ Ensure the Opportunity's Primary Quote lookup is populated.
- D. ☒ Ensure the Quote's Opportunity 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 : 00:55:37**

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

Option 1:

Optional SKU = Small Storage Container

Unit Price = \$2.00

Quantity = 10

Selected = True

Bundled = False

Option 2:

Optional SKU = Medium Storage Container

Unit Price = \$4.00

Quantity = 10

Selected = False

Bundled = False

Option 3:

Optional SKU = Custom Box Label

Unit Price = \$0.05

Quantity = 100

Selected = False

Bundled = True

Option 4:

Optional SKU = Shipping

Unit Price = \$7.50

Quantity = 1

Selected = True

Bundled = True

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Discounted = False

Option 2:

Optional SKU = Medium Storage Container

Unit Price = \$4.00

Quantity = 10

Selected = False

Bundled = False

Option 3:

Optional SKU = Custom Box Label

Unit Price = \$0.05

Quantity = 100

Selected = False

Bundled = True

Option 4:

Optional SKU = Shipping

Unit Price = \$7.50

Quantity = 1

Selected = True

Bundled = True

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

A. ☐ \$37.50

B. ☐ \$5.00

C. ☐ \$25.00

D. ☒ \$17.50

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Time Remaining : 00:55:18

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

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Time Remaining : 00:55:13

63 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 field to 3 on the tiny boxes Product record.
- 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 to 3 in the Pricing and Calculation Package Settings.

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Time Remaining : 00:55:10

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

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**Salesforce Certified CPQ Specialist****Time Remaining : 00:55:01****65 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. ☐ \$6.00
B. ☐ \$54.00
C. ☒ \$12.00
D. ☐ \$60.00

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Time Taken: 50 minutes of 105 minutes total**Result:** Pass

Topic	Percentage Correct
CPQ Platform	78%
Bundle Configurations	70%
Pricing	88%
Quote Templates	75%
Product Selection	75%
Orders, Contracts, Amendments, and Renewals	88%
Products	85%
Approvals	66%

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