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Salesforce

Exam Questions CPQ-Specialist

**Salesforce Certified CPQ Specialist
(SP20)**

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Question: 1

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A: Value of the Index field
- B: API name of the field in the Tested Field
- C: Salesforce ID of the Error Condition record
- D: Value of the Condition # field

Correct Answer: A

Question: 2

Universal Containers (UC) wants to use an Option Constraint in a bundle that requires a user to sell

Product Option X before they can sell Product Option Y. Sales has indicated that this would be too restrictive, and they want to be able to select Product Option Y as long as Product Option X is an existing asset on the account. UC has approved this change. What should the Admin do to address this change?

- A. List accounts with assets in the “Option Constraint Group” field.
- B. Look up the account with the assets on the “Account” field.
- C. Mark the “Check Prior Purchases” checkbox as TRUE.
- D. Use a Product Rule instead of an Option Constraint.

Answer: C

Question: 3

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 two.)

- A: Set package Contracting Method to Single Contract.
- 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.

Correct Answer: CD

Reference: https://help.salesforce.com/articleView?id=cpq_order_date_logic.htm&type=5
https://help.salesforce.com/articleView?id=cpq_order_contracting_methods.htm&type=5

Question: 4

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

Which step should the Admin take to meet this requirement?

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

Correct Answer: C

Reference: https://help.salesforce.com/articleView?id=cpq_config_layout_options.htm&type=5

Question: 5

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

- A. Select the Required checkbox on each Product Option in the Bundle.
- B. Select the Hidden checkbox on the Bundled Product record.
- C. Select Add as the Option Selection Method on the Bundle product.
- D. Select Click as the Option Selection Method on the Bundle product.

Answer: C



Question 6

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 two.)

A: Set Ignore Parent Contracted Prices to True on the Parent Contracted Price.

B: Create a new Contracted Price record for Product A on the business unit account and set its Ignore Parent Contracted Prices to True.

C: Create a new Contracted Price for Product A on the business unit account with a price of \$300.

D: Set Ignore Parent Contracted Prices to True on the business unit account record.

Correct Answer: CD

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