

IT 认证电子书



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Exam : **Certified CPQ Specialist**

Title : Salesforce Certified CPQ
Specialist

Version : DEMO

1. Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

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

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

Answer: B

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

Answer: B

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

Which Approval type best suits UC's needs?

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

Answer: D

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

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

- A. When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.

B. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

C. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.

D. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

Answer: B

5. 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?

A. Set Ignore Parent Contracted Prices to true on the parent contracted price.

B. Create a new contracted price for Product A on the business unit account with a price of \$300.

C. Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.

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

Answer: B,D