DUMPSARENA

Salesforce CPQ Admin Essentials for Experienced Administrators

Salesforce CPQ-211

Version Demo

Total Demo Questions: 29

Total Premium Questions: 294

Buy Premium PDF

https://dumpsarena.co

sales@dumpsarena.co

sales@dumpsarena.co
dumpsarena.co

QUESTION NO: 1

Universal Containers wants to apply an additional discount of 15% to the Quote when Payment Frequency is Monthly or Bi-Weekly and Product A is added or User Count greater than 25 is defined. What is the correct Price Rule Setup?

A. One Price Rule with Conditions Met set to Custom, three Price Conditions, and one Price Action.

B. Four Price Rules with Conditions Met set to All, one Price Condition each and one Price Action each.

C. One Price Rule with Conditions Met set to All, four Price Conditions, and one Price Action.

D. Two Price Rules with Conditions Met set to All, one Price Condition on one rule and two on the other, and one Price Action each.

E. One Price Rule with Conditions Met set to Custom, four Price Conditions, and one Price Action.

ANSWER: E

Explanation:

One Price Rule with Conditions Met set to Custom, four Price Conditions, and one Price Action is the appropriate setup because the requirement contains two separate alternative groups that must both be satisfied: the payment frequency must be either Monthly or Bi-Weekly, and the quote must also contain Product A or have a User Count greater than 25. Create one condition for each discrete test, then use the price rule's advanced condition logic to express the required grouping: `(1 OR 2) AND (3 OR 4)`. This ensures that the additional discount applies only when one value from each group is true, rather than treating every condition as mandatory or allowing either group to qualify by itself. A single Price Action can then apply the 15% adjustment to the appropriate quote or quote-line target, depending on where the discount is intended to be calculated. Salesforce CPQ price rules support Custom conditions specifically for advanced Boolean logic across multiple Price Conditions, while Price Actions define the resulting field update or price adjustment. See Salesforce's Price Rules in Salesforce CPQ Trailhead module and the Salesforce CPQ Price Rules documentation.

QUESTION NO: 2

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.

Which three steps should the Admin take to set up this pricing? Choose 3 answers

A. Set Pricing Method to Fixed Price on the Product record.

B. Set Non-Discountable to True on the Product record.

C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.

D. Set Pricing Method to Block on the Product record.

E. Create Block Pricing records on the Product for each quantity tier with a different price for each tier.

ANSWER: B D E

Explanation:

The correct setup uses Salesforce CPQ block pricing because the stated price is a total amount for a quantity range, rather than a per-unit amount multiplied by the selected quantity. For example, when eight licenses must produce a total of $1,800, the applicable quantity block stores $1,800 as the block price. Setting the product's Pricing Method to Block enables CPQ to evaluate Block Pricing records when the product is added or recalculated in the quote line editor. The administrator then creates one Block Pricing record for each defined quantity tier and enters the corresponding total price for that tier. This directly represents tiered fixed totals without relying on a percentage or amount discount calculation. Setting Non-Discountable to True ensures that CPQ does not apply additional discretionary discounts to the product, which preserves the required tier price. Salesforce describes block pricing as pricing that charges a fixed amount for quantities within a specified range; it is designed for exactly this type of quantity-tiered total pricing. See Salesforce's CPQ pricing methods Trailhead module and the Salesforce CPQ Block Pricing documentation.

QUESTION NO: 3

Universal Containers wants portions of a Quote Document to appear only when specified criteria are met.

Which two Quote Template components support a Conditional Print Field? Choose 2 answers

A. Template Section

B. Line Column

C. Quote Term

D. Template Content

ANSWER: A B

Explanation:

Template Sections and **Line Columns** support Conditional Print Fields. A Conditional Print Field references a Boolean field that Salesforce CPQ evaluates when it generates the document. If the field evaluates to true, CPQ renders the applicable section or column.

A Template Section conditional print field can control whether an entire section appears, such as a special pricing explanation or a legal notice. A Line Column conditional print field can control whether one column appears in a line-item table. Quote Terms use Term Conditions for conditional inclusion, and Template Content records do not provide the Conditional Print Field setting. See Salesforce Trailhead's Salesforce CPQ Quote Templates module.

QUESTION NO: 4

Which of the following is not automated as part of the subscription process in Steelbrick?

A. Prices

B. Prorating

C. Co-terminating contracts

D. Renewal quote opportunity status

ANSWER: D

Explanation:

Renewal quote opportunity status is not automated as part of the Steelbrick (Salesforce CPQ) subscription process. Salesforce CPQ can create renewal records from contracted subscriptions when the appropriate renewal settings and automation are configured. This supports the administrative workflow of identifying renewable business and generating the related renewal opportunity and quote data. However, the business status of that renewal opportunity remains a sales-process decision. Users or separately configured Salesforce automation must manage the opportunity's stage or status as sales work progresses, such as qualification, negotiation, and closure.

This distinction is important because an opportunity status represents a business judgment about the likelihood and progress of a deal, rather than a calculation derived solely from subscription dates or contract terms. CPQ's subscription-management capabilities provide the renewal foundation and related records, while the sales team retains control over pipeline progression and forecasting outcomes. Administrators who need status changes to occur automatically can implement additional Salesforce automation that reflects the organization's approved renewal process. See Salesforce's Salesforce CPQ Subscription Management learning material and the Salesforce CPQ contracts documentation for renewal and contract-process context.

QUESTION NO: 5

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 Feature level Configuration Attribute.

C. Set the Configuration Attribute with Apply to Product Options to True.

D. Create a bundle level Configuration Attribute.

E. Create a bundle-level Configuration Attribute and set Apply to Product Options to True.

ANSWER: E

Explanation:

“Create a bundle-level Configuration Attribute and set Apply to Product Options to True” is the required configuration. A Configuration Attribute exposes a field from the bundle product during configuration, allowing the sales representative to select the cubic-volume value once at the bundle level. The attribute should use the applicable bundle field that stores the selected volume, such as a custom cubic-volume field or a relevant standard field where appropriate.

Enabling *Apply to Product Options* makes Salesforce CPQ propagate the configured bundle-level field value to the corresponding field on the bundle’s Product Options. This provides a single configuration choice while ensuring that all option records receive the same volume value. The feature is specifically intended for cases in which a shared attribute selected for a bundle must be inherited by its components, avoiding separate volume selections for each option.

For implementation details, including Configuration Attributes and their behavior during bundle configuration, see the Salesforce CPQ Administration Guide and Salesforce’s Salesforce CPQ Product Configuration Trailhead module.

QUESTION NO: 6

The Admin at Universal Containers received feedback that users are trying to reconfigure bundles on renewals quotes and finding that the Configuration Attribute values are blank and must be manually fixed. This issue is not observed on new business quotes. What is the cause and possible resolution to this problem?

A. Configuration Attributes not configured for renewals; check Preserve for Renewals on Configuration Attribute records.

B. Preserve Bundle Structure not set up on Contract object; create a workflow rule to automatically set to true.

C. Field mapping not set up; create field on Subscription/Asset records with the same API name as field on Quote Line.

D. Field mapping not set up; create field on Quote Line with the same API name as the field in the configuration attribute.

ANSWER: C

Explanation:

Field mapping not set up; create field on Subscription/Asset records with the same API name as field on Quote Line. is correct because configuration attributes store their selected values in fields on the quote line when the bundle is configured. For those values to be available when Salesforce CPQ creates a renewal quote, the relevant quote-line field values must persist from the original transaction onto the renewal record source: a subscription for subscription products or an asset for asset-based products. CPQ uses matching field API names to carry custom field values through its quote-to-subscription or quote-to-asset processes and then back to the renewal quote line.

Creating the corresponding custom field on the applicable Subscription or Asset object with the same API name as the quote-line field allows CPQ to retain the configuration attribute value across the lifecycle. When a user reconfigures the renewed bundle, CPQ can then populate the configuration attribute from that retained value instead of presenting a blank attribute that must be manually reselected. The administrator should confirm the configuration attribute targets the intended

quote-line field and ensure that field is available on the appropriate renewal record type. See Salesforce guidance on configuration attributes and Salesforce CPQ renewals.

QUESTION NO: 7

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner)

Which two error condition setups will meet this requirement?

Choose 2 answers

A. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field -Operator is set to Less or Equals

B. -Summary Variable A goes in the Filter Variable field \/ O -Summary Variable B goes in the Tested Variable field -Operator is set to Less than

C. -Summary Variable A goes in the Tested Variable field \/ O -Summary Variable B goes in the Filter Variable field -Operator is set to Greater than

ANSWER: B C

Explanation:

The requirement is violated only when the total quantity of printers is greater than the total quantity of toner. Salesforce CPQ error conditions compare the Tested Variable to the Filter Variable using the selected operator. Therefore, placing the toner summary variable in Tested Variable and the printer summary variable in Filter Variable with the Less than operator identifies the same invalid state: toner is less than printers. Likewise, placing the printer summary variable in Tested Variable and the toner summary variable in Filter Variable with the Greater than operator directly identifies that printers exceed toner.

These are equivalent expressions of the rule violation, so either setup causes the product rule’s error action to fire when the quote contains insufficient toner for its printer quantity. Summary variables are appropriate because the requirement applies to aggregate quantities across all relevant quote lines, rather than to an individual line in isolation. Configure the product rule as a validation rule with an error message that tells the sales rep to add toner or reduce the printer quantity. Salesforce’s product-rule guidance describes using summary variables and error conditions to evaluate quote-line combinations and enforce configuration constraints. See Salesforce Trailhead: Product Rules and Salesforce Help: Product Rules.

QUESTION NO: 8

Universal Containers has a bundle with many Features. In one of these Features, 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 Product Feature A and mark the Cross Orders checkbox as True 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 Options records and mark the Cross Products checkbox as False on the Discount Schedule.

D. Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.

ANSWER: B

Explanation:

Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule. Salesforce CPQ allows a discount schedule to be associated with a product feature, which makes the schedule available to the options grouped within that feature. Enabling **Cross Products** tells CPQ to combine the quantities from the distinct product options that use that schedule when it evaluates the applicable discount tier. Thus, if several options in Feature A are selected, their combined quantity is used for tier qualification rather than evaluating each option's quantity independently.

This configuration is designed for a bundled selling scenario in which separate option products contribute toward a shared volume threshold. The schedule remains a single, centrally managed pricing rule, while the feature identifies the relevant set of bundle options. The resulting tier is determined from the aggregate demand across those products, providing a consistent volume discount for the feature. For Salesforce CPQ discount-schedule configuration concepts, see Salesforce Help: Discount Schedules and Trailhead: Salesforce CPQ Advanced Product Features.

QUESTION NO: 9

"UC wants to default information on the Quote Line from a Product field.

How should this information be transferred?

A. Create a cross-object formula field that stores the Product Field's value in the Quote Line field

B. Create a Workflow Rule that stores the Product field's value in the Quote Line field.

C. Create two fields with the same API name and type on the Product and Quote Line.

D. Create Price Rule that stores the Product field's value in the Quote Line field.

ANSWER: C

Explanation:

Create two fields with the same API name and type on the Product and Quote Line. Salesforce CPQ recognizes these corresponding fields as twin fields and automatically maps the Product field value to the Quote Line when the product is added to a quote. This is the intended declarative approach for carrying default product-level attributes, such as product metadata or configuration defaults, into the transactional quote-line record. For the mapping to work reliably, the fields must use the same API name and compatible field types on the Product and Quote Line objects. The value is copied during line creation, giving the quote line its own stored value that can subsequently be used in quoting, document generation, approvals, or downstream processes. This avoids maintaining custom automation solely to populate standard product-to-quote-line defaults. Salesforce documents this behavior as Product-to-Quote-Line field mapping (twin fields) in its CPQ learning material and product documentation. See Salesforce Trailhead: Map Product and Quote Fields and Salesforce Help: Twin Fields.

QUESTION NO: 10

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big.

What should the Admin do to resize the image and to maximize image quality?

A. Wrap the image in a span tag and resize using CSS.

B. Add HTML height and width attributes in the img tag."

C. Resize in an image editor outside of Salesforce.

D. Use inline CSS height and width properties in the img tag.

ANSWER: C

Explanation:

Resize in an image editor outside of Salesforce. Preparing the logo at its intended display dimensions before uploading it is the most reliable way to preserve visual quality in a Salesforce CPQ quote document. An image editor lets the admin set an appropriate pixel width and height, maintain the correct aspect ratio, and choose a suitable file format and compression level. This avoids relying on document-rendering behavior to scale a larger source file at generation time. The resulting image can then be uploaded to Salesforce Documents and referenced from the HTML Content section in the quote template. Using a source image that is already correctly sized helps produce a sharper, more consistent logo in generated quote PDFs and reduces unnecessary file size. Salesforce CPQ quote templates support HTML content sections for reusable formatted content, including image references; admins should validate the output by generating a test quote after replacing the image. See Salesforce Trailhead's Salesforce CPQ Quote Templates module for quote-template configuration concepts. For the general image-quality principle behind resizing, see Adobe's guidance on resizing images, which notes that image dimensions and resampling affect output quality.

QUESTION NO: 11

Universal Containers needs to enforce valid combinations of Product Options in a bundle.

Which two Option Constraint types can the Admin use? Choose 2 answers

A. Dependency

B. Exclusion

C. Selection

D. Filter

ANSWER: A B

Explanation:

Dependency and **Exclusion** are the two Option Constraint types. A Dependency constraint requires the constraining option to be selected when the constrained option is selected. For example, selecting a premium hardware option can require a compatible power supply option.

An Exclusion constraint prevents two incompatible options from being selected together. This is appropriate when selecting one option makes another option unavailable or invalid. Selection and Filter are Product Rule types rather than Option Constraint types. See Salesforce Trailhead's Implement Option Constraints unit.

QUESTION NO: 12

An Admin creates a custom Quote Line field that sales reps must view and edit in the Quote Line Editor.

Which two configurations are required to make the field available to the appropriate users? Choose 2 answers

A. Add the field to the Line Editor field set on the Quote Line object.

B. Grant users field-level security for the field.

C. Add the field to the Quote Line page layout only.

D. Create a matching Product field with the same API name.

ANSWER: A B

Explanation:

The Admin should add the field to the **Line Editor** field set on the Quote Line object and grant users the required field-level security. Salesforce CPQ uses the Line Editor field set to determine which Quote Line fields appear in the Quote Line Editor. Field-level security must also permit the user to access the field; edit access is required when users must change its value.

Adding the field only to the Quote Line page layout does not make it available in the Quote Line Editor. Likewise, creating a twin field is used for field-value propagation between supported CPQ objects and does not control Quote Line Editor visibility. See Salesforce documentation on Quote Line Editor configuration.

QUESTION NO: 13

A product is active but does not appear in Product Selection for a Quote that uses the 2025 Commercial Price Book.

Which two conditions must be met for the product to be available for selection? Choose 2 answers

A. The Product record is active.

B. An active Price Book Entry exists for the product in the 2025 Commercial Price Book.

C. The product has a Product Option record.

D. A Contracted Price exists for the product.

ANSWER: A B

Explanation:

The Product record must be **active**, and the product must have an **active Price Book Entry** in the price book used by the quote. Salesforce CPQ uses the quote's selected price book to determine which products are available in Product Selection and what list prices apply.

Activating a Product record alone does not make it available in every price book. The administrator must also add the product to the 2025 Commercial Price Book and activate the related Price Book Entry. A Product Option record is needed only when the product is offered within a bundle, and a Contracted Price does not make a product available in Product Selection. See Salesforce documentation on Price Books.

QUESTION NO: 14

Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

A. Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.

B. Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.

C. Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.

D. Create a Discount Schedule for each currency in the related list on the Product.

ANSWER: B

Explanation:

Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line is the appropriate configuration because Salesforce CPQ can populate the quote line's Discount Schedule lookup dynamically during calculation. The formula field can derive the appropriate Discount Schedule record ID from the quote currency, while the Price Rule uses a Price Action to write that value into the quote line's Discount Schedule field. This approach keeps the selection automated and ensures that the applicable schedule is assigned consistently whenever CPQ calculates the quote.

Price Rules are designed to evaluate conditions and update fields during the CPQ calculation sequence. In this scenario, the rule can evaluate the quote currency directly or use the formula's currency-based result, then inject the matching schedule ID. Once assigned, the Discount Schedule applies its configured quantity, term, or block pricing tiers to the line using the

schedule intended for that currency. This configuration is especially useful when pricing policies require separate discount thresholds or percentages by currency, without requiring sales users to manually choose a schedule. See Salesforce's documentation on CPQ Price Rules and Discount Schedules.

QUESTION NO: 15

Universal Conditions wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level.

Which two steps should the Admin take to fulfil this requirement? Choose 2 answers

A. Add Additional Disc. to the Line Editor Field set on the Quote Line object.

B. Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.

C. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.

D. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.

E. Add Additional Disc. (%) to the Line Editor Field Sets on both the Quote object and the Quote Line Group object.

ANSWER: E

Explanation:

Adding **Additional Disc. (%)** to the Line Editor field sets for both the Quote and Quote Line Group objects enables the required discount entry points in the Salesforce CPQ Quote Line Editor. The Quote object field set controls fields displayed in the quote-level section of the editor, so including **Additional Disc. (%)** there allows users to apply a discount to the overall quote. The Quote Line Group object field set controls fields shown for quote groups, so adding the same field there allows users to enter an additional discount for an individual group.

Salesforce CPQ uses field sets to determine which editable fields are exposed in the Quote Line Editor for each relevant record context. Therefore, configuring both object-specific field sets is necessary when the business requirement explicitly includes both quote-level and group-level additional discounts. After the field sets are updated, users can enter the percentage discounts directly in the appropriate areas of the line editor, and CPQ applies the values during pricing calculations. For more information about configuring the Quote Line Editor and supported field sets, see Salesforce CPQ Quote Line Editor Field Sets and Salesforce CPQ Discounting.

QUESTION NO: 16

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected

by changes the Admin may make to the original Discount Schedule?

A. The Save or Quick Save buttons are clicked.

B. Override values are subject to Discount Schedule updates made by the Admin.

C. The Opportunity status has changed to Proposal/price Quote.

D. The Quote status has changed to Approved.

ANSWER: A

Explanation:

The Save or Quick Save buttons are clicked. With a Discount Schedule whose Override Behavior is set to All Tiers, a sales rep can edit the discount percentage on any of the schedule's tiers for that specific quote line. When the rep saves the quote, Salesforce CPQ persists those edited tier values as quote-specific override data. The saved quote therefore retains the rep's overridden discount amounts rather than continuing to derive those amounts from later revisions to the source Discount Schedule.

This behavior is important when a schedule is used as a starting point for negotiated pricing. The administrator can maintain the original Discount Schedule for future quoting, while the saved quote preserves the negotiated tier discounts that applied when the rep saved it. The relevant assurance is tied to saving the quote, because that is when the quote-level override is committed. Salesforce CPQ documents Discount Schedule override behavior and the way quote-specific discounting can be applied in its CPQ pricing documentation. See Salesforce Help: Discount Schedules and Trailhead: Learn About Discount Schedules.

QUESTION NO: 17

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options in the same level.

How should the Admin set this up?

A. Set the Percent of Total Scope field on the Product Option record to a value of Components.

B. Set the Percent of Total Scope field on the Product Option record to a value of Package.

C. Set the Percent of Total Category field on each Product in the bundle to the same value.

D. Set the Percent of Total Scope field on the Product Option record to a value of Group.

ANSWER: A

Explanation:

Set the Percent of Total Scope field on the Product Option record to a value of Components. In Salesforce CPQ, a Percent of Total product's scope identifies the quote line amounts that form the basis for its percentage calculation. The *Components* scope is designed for bundle pricing when the Percent of Total option should derive its price from the other component options at its own bundle level. This is especially important in a multi-layer bundle: the first-level Percent of Total option uses the values of its sibling options rather than rolling pricing across unrelated levels of the bundle hierarchy. Salesforce CPQ evaluates the eligible component lines, totals their relevant amounts, and applies the configured Percent of Total percentage to produce the option's price. The administrator should also ensure the Percent of Total product has the appropriate percentage configured and is added as a product option under the intended parent bundle, so CPQ can evaluate the proper component context during configuration and calculation. Salesforce's CPQ learning materials describe Percent of Total pricing and its scope behavior in bundle configurations: Salesforce Trailhead: Learn About Percent of Total Pricing. Additional CPQ product-configuration guidance is available at Salesforce Help: Salesforce CPQ Product Rules.

QUESTION NO: 18

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner)

Which two error condition setups will meet this requirement?

Choose 2 answers

A. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field -Operator is set to Less or Equals

B. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field -Operator is set to Less than

C. -Summary Variable A goes in the Tested Variable field -Summary Variable B goes in the Filter Variable field -Operator is set to Greater than

ANSWER: B C

Explanation:

The rule must display an error only when the total quantity for Product Family A is greater than the total quantity for Product Family B. In other words, the invalid state is *Printers* > *Toner*. Salesforce CPQ error conditions can express that same invalid state with either direction of the comparison, provided that the tested and filter summary variables are placed accordingly.

Using “Summary Variable A goes in the Filter Variable field; Summary Variable B goes in the Tested Variable field; Operator is set to Less than” evaluates the invalid state as the Product Family B total being less than the Product Family A total. Therefore, an error occurs whenever there is insufficient Product Family B quantity for the Product Family A quantity.

Using “Summary Variable A goes in the Tested Variable field; Summary Variable B goes in the Filter Variable field; Operator is set to Greater than” directly evaluates whether the Product Family A total exceeds the Product Family B total. This is logically equivalent and enforces the same quote-level quantity requirement. Summary variables are the appropriate CPQ mechanism because they aggregate quote-line quantities before the product rule evaluates the error condition. See Salesforce’s documentation on CPQ product rules and summary variables.

QUESTION NO: 19

Universal Containers has a quote with the following Process Inputs. The Admin wants questions that change dynamically based on answers to previous questions. For the first question, if the answer to â€œWhat business problem are you solvingâ€□ is: Consolidated IT, then Server Types should be shown as the only next question. If the answer is â€œManage Time & Express,â€□ then Deployment Options and Commercial Segment should be shown and Server Types should be hidden. How should the quote process be set up to meet this requirement?

A. Create a Process Input Condition on Business Solution where Server Types equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.

B. Create a Process Input Regulation on Server Types where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.

C. Create a Process Input Condition on Server Types where Business Solution equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.

D. Create a Process Input Condition on Server Types Where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manager Time & Expense.

ANSWER: C

Explanation:

Create a Process Input Condition on Server Types where Business Solution equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense. Process Input Conditions are designed to make an individual process input available only when the defined criteria are met. In this case, the condition belongs on each dependent input—not on the initial Business Solution input—because the Business Solution response is the controlling value and Server Types, Deployment Options, and Commercial Segment are the inputs whose visibility must change.

When the user selects Consolidated IT, the condition on Server Types evaluates as true, so that input is displayed. The conditions on Deployment Options and Commercial Segment do not evaluate as true for that selection, leaving those inputs unavailable. When the user instead selects the time-and-expense business solution, the conditions on Deployment Options

and Commercial Segment evaluate as true, while the Server Types condition no longer does. This configuration creates the required branching sequence directly in the quote process and keeps users focused on only the relevant follow-up questions. For Salesforce CPQ learning context, see Salesforce Trailhead: Quote-to-Cash with Salesforce CPQ and Salesforce's Help search for Process Input Conditions.

QUESTION NO: 20

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 Productâ€™s Sort Order as the only null Sort Order of any Product.

B. Set the Sort Order as the lowest numerical value of any Productâ€™s Sort Order.

C. Set the Product Code as the first alphabetically of any Productâ€™s Product Code.

D. Set the Productâ€™s Product Code as the only null Product Code of any Product.

ANSWER: B

Explanation:

Set the Sort Order as the lowest numerical value of any Product's Sort Order. Salesforce CPQ uses the **Sort Order** field on the product record to control the sequence in which products are displayed in the Product Selection page. A lower number has a higher display priority, so assigning Shipping Plus a value lower than every other product's Sort Order places it at the top of the selectable product list. For example, if other products begin at 10 or 100, assigning Shipping Plus a Sort Order of 1 ensures that it is presented first. This setting is useful when an organization wants to promote a premier offering or make a frequently selected service easier for sales users to find without requiring a search. The Product Code is intended to identify a product and can support integrations, search, and business processes, but display ordering in Product Selection is configured through Sort Order. Product configuration and product-selection behavior are covered in Salesforce's CPQ product documentation and learning materials: Salesforce Help: CPQ Products and Trailhead: Learn About Salesforce CPQ Products.

QUESTION NO: 21

Universal Containers has a custom Quote Line picklist, â€œProcess.â€ The User will need to set this field for all non-subscription products added to the Quote Line Editor. How should the Admin customize the layout of the Quote Line Editor, so that the Process picklist appears?

A. Update the EditLinesFieldSetName formula to return â€œProcessâ€ in the returned comma-separated stream.

B. Edit the â€œLine Editorâ€ field set on the Quote Line object and drag in the â€œProcessâ€ field.

C. Edit the â€œQuote Line Layoutâ€ page and drag the Process field into the â€œLine Editorâ€ section.

D. Add the â€œProcessâ€ field to the â€œLine Columnsâ€ multi-select picklist on the Salesforce CPQ Installed Package settings.

ANSWER: B

Explanation:

Edit the â€œLine Editorâ€ field set on the Quote Line object and drag in the â€œProcessâ€ field. Salesforce CPQ uses the Quote Line object's Line Editor field set to determine which Quote Line fields are displayed as editable columns in the Quote Line Editor. Adding the custom Process picklist to that field set makes it available to users while they configure quote lines, allowing them to enter a value directly in the editor for the applicable non-subscription products. The field must already exist on the Quote Line object and be available to the relevant users through normal field-level security and object permissions. Field sets are designed to make this sort of layout adjustment declarative: an administrator can control the

QLE's displayed fields without changing code or creating a separate page layout. This approach also keeps the configuration aligned with CPQ's standard QLE rendering behavior, so the custom field is presented consistently whenever users open and edit quote lines. Salesforce's CPQ administration documentation describes field sets as the mechanism used to configure fields in CPQ interfaces, including the line editor. See the Salesforce CPQ Administration Guide and Salesforce Help: Configure CPQ Field Sets.

QUESTION NO: 22

The Admin at Universal Containers created the following range Discount Schedule: The Users are confused by the results when the quantity falls on a number that is the threshold for an Upper/Lower Bound. For example, when 20 is selected, the discount percent is 30%. The users are expecting a discount percent of 20%. Which explanation best explains this phenomenon?

A. Lower bound is inclusive, upper bound is exclusive

B. The Discount Schedule should be type Slab instead of Type Range

C. The Discount Schedule should is a Term schedule, but should be Quantity

D. The Discount Schedule should have Inclusive set to True.

ANSWER: A D

Explanation:

Range discount schedules evaluate a quantity against the boundaries defined on the discount tiers. The lower boundary belongs to the tier that starts at that quantity, while the preceding tier stops before that value. Therefore, when quantity 20 is both the end of one apparent range and the beginning of the next, CPQ places it in the tier whose lower bound is 20. If that tier provides a 30% discount, 30% is the expected CPQ result. This prevents one quantity from matching two different tiers and makes every quantity fall into one unambiguous range. Setting Inclusive to True supports inclusive treatment of the applicable schedule boundary, ensuring that a quantity which qualifies at the boundary is included rather than excluded from the intended tier. Administrators should define adjacent range tiers with this boundary behavior in mind and validate exact threshold quantities, such as 20, in the Quote Line Editor. Salesforce describes discount schedules as a way to apply pricing or discount logic based on quantities and other conditions; range tiers use their defined bounds to determine the applicable discount. See Salesforce Help: Discount Schedules and Trailhead: Create Discount Schedules.

QUESTION NO: 23

Universal Containers needs to set up a bundle so that the sales rep can set some values that apply to the bundle rent, and others that apply to specific options. Which two configurations meet this requirement?

A. Use custom product option fields for option-level values.

B. Use configuration attributes for option-level values.

C. Use custom product option fields for bundle-level values.

D. Use configuration attributes for parent-level values.

ANSWER: A D

Explanation:

Use custom product option fields for option-level values because product options represent the individual components within a bundle. A custom field on the Product Option object can store information that is unique to a particular option relationship, such as an option-specific installation detail, selection-related value, or other configuration data the representative must enter for that component. This keeps values associated with the applicable option rather than treating them as properties of the entire bundle.

Use configuration attributes for parent-level values because configuration attributes expose selected bundle product fields in the configurator. They allow the representative to enter or select a value once while configuring the bundle, and Salesforce CPQ saves that value on the parent bundle quote line. Configuration attributes are therefore appropriate for information that describes, controls, or applies across the bundle as a whole. The configuration attribute can be made available during configuration through its target field and can use display rules to show it only when relevant. Together, custom Product Option fields support component-specific inputs, while configuration attributes provide a controlled way to capture values at the bundle parent level. See Salesforce Trailhead's configuration attributes guidance and Salesforce's Product Options documentation.

QUESTION NO: 24

Users at Universal Containers have reported when amending a contract, 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 their quantity is adjusted. What is the likely cause?

A. The Revised Quantity has been set on the Subscription record.

B. The Products have a Discount Schedule and Cross Order is not selected.

C. A Price Rule is firing Before Calculate and changing the Regular Unit Price.

D. A Price Rule is firing On Calculate and changing the Effective Quantity.

ANSWER: B

Explanation:

The Products have a Discount Schedule and Cross Order is not selected. In Salesforce CPQ, a discount schedule can price a product according to quantity tiers. For amendment quotes, an existing subscription's quantity change must be evaluated in the context of quantities already sold on the original order or contract. The Cross Orders setting enables CPQ to aggregate applicable quantities across related orders when determining the discount tier. Without this setting, CPQ can evaluate the amended quantity in isolation rather than using the combined quantity history. As a result, a product can fall into a different discount tier during an amendment, causing its calculated net price to appear incorrect when the quantity is adjusted. This behavior specifically aligns with the reported scope: it affects existing products on amendments and occurs when quantity changes trigger discount-schedule tier evaluation. Administrators should review the discount schedule assigned to the affected products and enable Cross Orders when discount eligibility must reflect quantities across the customer's related orders or subscriptions. Salesforce's CPQ discount-schedule guidance describes quantity-based discounting and the settings used to control how quantity is evaluated; see Salesforce Trailhead: Discount Schedules and Salesforce Help: Discount Schedules.

QUESTION NO: 25

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

Explanation:

Create a new contracted price for Product A on the business unit account with a price of $300 because a contracted price defined directly for a child account takes precedence over an applicable contracted price inherited from its parent account. Setting the child account's price to the product's $300 list price therefore produces the intended price while still allowing the business unit to inherit other applicable contracted prices from the parent. The product-specific child contracted price is more specific than the parent's product-family contracted price.

Set Ignore Parent Contracted Prices to true on the business unit account record when the business unit should not inherit any contracted prices from its parent. With inheritance disabled at the child account, the parent's $200 Storage-family contracted price is not considered during pricing. Because no other applicable contracted price is specified in this scenario, CPQ uses Product A's $300 list price. This setting is particularly useful when a child business unit must be independently priced rather than receiving the parent distributor's negotiated pricing. Salesforce CPQ evaluates contracted pricing with account hierarchy behavior and matching product criteria in mind; direct account pricing and account-level inheritance controls provide the appropriate ways to handle this requirement. See Salesforce's Contracted Pricing Trailhead unit and Salesforce CPQ contracted pricing documentation.

QUESTION NO: 26

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

A. Create a new field set on the Quote Line editor without Monthly Price.

B. Fill the Conditional Print Field on the Column Lines object.

C. Create a custom Formula indicating if the Payment Terms Are Net 30.

D. Create an additional Lines Section without the Monthly Price field.

ANSWER: B C

Explanation:

Creating a custom Formula indicating if the Payment Terms Are Net 30 is needed to expose the quote-level payment-terms condition in a form that Salesforce CPQ's quote-document line-column logic can evaluate. The formula should return a Boolean value based on whether the related quote's Payment Terms value is Net 30. This gives CPQ a reliable, record-level flag for each quote line when the document is generated.

Filling the Conditional Print Field on the Column Lines object then applies that Boolean flag to the Monthly Price column. Conditional print settings on quote-template line columns control whether an individual column is rendered in the generated quote document. With the conditional field configured to use the formula and its expected true value, Monthly Price is included only for quote lines whose parent quote meets the Net 30 condition. This approach keeps the requirement within one quote template and dynamically adapts the generated document according to the quote's payment terms. For CPQ quote-template configuration concepts, see Salesforce's Quote Templates documentation and the Salesforce CPQ Advanced Administration Trailhead module.

QUESTION NO: 27

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step? Choose 2 answers

A. All group members must approve.

B. Any group member may approve.

C. Approval must be obtained from one group member at a time.

D. Smart Approvals can exclude group members below the approval threshold.

ANSWER: A B

Explanation:

Salesforce CPQ Advanced Approvals can route one approval step to a group and define the response requirement for that group. Selecting **All group members must approve.** creates a unanimous approval requirement: every assigned group member must provide approval before the step is complete. This is appropriate when the decision requires signoff from each functional stakeholder, such as Finance, Legal, and Sales Operations.

Selecting **Any group member may approve.** creates a single-response requirement: the step completes as soon as one eligible member of the assigned group approves. This lets a team share responsibility for responding without requiring every member to act, which is useful for a queue-like approval group or an on-call approval process. These two settings provide the two supported ways to obtain approval from a group within one Advanced Approvals step: unanimous group approval or approval by one member of the group. Salesforce's Advanced Approvals documentation describes configuring approval rules and steps, including the step behavior used to control required approver responses. See the Salesforce CPQ Advanced Approvals Guide and the Salesforce Trailhead Advanced Approvals module.

QUESTION NO: 28

Universal Containers wants two Product Options in a bundle to be selected by default and to remain selected when users configure the bundle.

Which two Product Option settings should the Admin use? Choose 2 answers

A. Set Selected to True.

B. Set Required to True.

C. Set Bundled to True.

D. Set Quantity Editable to False.

ANSWER: A B

Explanation:

Set **Selected** to True and **Required** to True. The Selected field causes Salesforce CPQ to select the Product Option by default when the bundle is configured. The Required field prevents a user from removing that option from the configuration.

The Bundled field controls whether an option contributes separate price to the quote, not whether it is selected or required. The System field is intended for options that are automatically included without user interaction. See Salesforce documentation on Product Options.

QUESTION NO: 29

What are the three major features that SBAA offers over standard salesforce approvals? (Choose 3)

A. Parallel Approvals

B. Dynamic Approvals

C. Smart Approvals

D. Hierarchical Approvals

E. Email Approvals

F. Group Approvers

ANSWER: A B C

Explanation:

Salesforce Billing Advanced Approvals (SBAA), also called Salesforce CPQ Advanced Approvals, extends the standard approval-process model with configurable approval routing designed for complex commercial processes. **Parallel Approvals** allow multiple approval requirements to be evaluated and acted on concurrently, so an approval process does not have to wait for one independent approver or approval chain to finish before another can begin. **Dynamic Approvals** determine approval routing at runtime from configurable rules and business data, enabling the required approvers and approval paths to vary with the record's values, such as discount level, account attributes, or quote details. **Smart Approvals** reduce repeated approval work when a previously approved record is changed: the system can identify whether a change affects a particular approval requirement and resubmit only the approvals that are relevant to the change. Together, these capabilities support faster, more adaptable approvals while preserving the controls needed for complex quote and revenue workflows. Salesforce documents Advanced Approvals as an add-on that provides flexible, rule-based approval processes for Salesforce CPQ. See Salesforce Help: Advanced Approvals Overview and Trailhead: Advanced Approvals for Salesforce CPQ.