DUMPS ARENA

Salesforce Certified CPQ Administrator

Salesforce Sales-Admn-202

Version Demo

Total Demo Questions: 23

Total Premium Questions: 239

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Topic Break Down

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QUESTION NO: 1

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.

ANSWER: C D

Explanation:

Creating a bundle level Configuration Attribute gives the sales rep a single configurable field while configuring the storage-container bundle. A configuration attribute is associated with the bundle product and can expose a field, such as a custom cubic-volume field, directly in the configurator. This provides the central place where the rep selects the required volume rather than requiring a separate selection for each option.

Setting the Configuration Attribute with Apply to Product Options to True makes the selected configuration-attribute value available to the bundle's product options. When the configurator applies the attribute, CPQ copies the selected volume value to the corresponding field on applicable option records, keeping the bundle-level selection and option values aligned. The option products must have a matching target field for CPQ to populate, and the configuration attribute's target field identifies the field whose value is propagated. Together, these settings support one volume choice at the bundle level that is consistently applied throughout the configured bundle.

Salesforce documents configuration attributes and their use in bundle configuration in the Salesforce CPQ Configuration Attributes documentation and its configuration attribute guidelines.

QUESTION NO: 2

Universal Contamars wants to g«va a 23S discount on a specific Product Option purchased in the big Box bundla.

In which two ways could tha admin configura CPQ to automatically apply this discount9

Choosa 2 answars

A. Set the Option Discount (%) field on the Product Feature for the bundle.

B. Set the Option Discount (%) field on the Product Option for the bundle.

C. Set Discounted by Package to TRUE on the Product Option for the bundle.

D. Create a Price Rule that applies the 25% discount when the product is added as part of the bundle.

ANSWER: B D

Explanation:

Set the Option Discount (%) field on the Product Option for the bundle. This field establishes a percentage discount that Salesforce CPQ applies automatically when that particular option is added to the bundle. Because the discount is defined on the individual Product Option record, it directly meets the requirement to discount one specific bundled product rather than relying on a user to enter a discount on the quote line. Setting the field to 25 applies the required percentage as part of bundle configuration.

Create a Price Rule that applies the 25% discount when the product is added as part of the bundle. A price rule can evaluate quote, product, and configuration conditions and then use a price action to populate an appropriate pricing or discount field on the targeted quote line. This supports automatic application of the 25% discount only when the product is present in the specified bundle, and it can accommodate more detailed business conditions if needed. Salesforce CPQ price rules are designed to automate pricing outcomes through conditions and actions, while product-option configuration supports behavior specific to a bundled option. See Salesforce Trailhead's CPQ pricing methods and CPQ product rules modules.

QUESTION NO: 3

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

A. The Approval Chains start the same time and are completed independent of other chains.

B. The Approval Chains are completed in the order displayed on screen.

C. The Approval Chain with the lowest Approval Step is completed first.

D. The Approval Chain with the lowest Final Approval Step value is completed first.

ANSWER: D

Explanation:

The Approval Chain with the lowest Final Approval Step value is completed first. In Salesforce CPQ Advanced Approvals, the Final Approval Step field establishes the sequence in which approval chains are evaluated and completed when more than one chain applies to the same quote. This value represents the chain's final position in the overall approval process, allowing an administrator to coordinate dependent approval requirements across separate chains.

For example, an administrator can configure one chain to finish at an earlier final step and another to finish at a later final step. Advanced Approvals uses those configured Final Approval Step values to determine the processing sequence, beginning with the lowest value. The left-to-right placement of chains on Preview Approvals is a visual representation for the user and is not the mechanism that controls the sequence. Setting Final Approval Step values deliberately is therefore important when an organization needs approvals to occur in a defined business order, such as completing an internal review before a subsequent executive review.

Salesforce's Advanced Approvals learning material describes organizing approval chains and configuring their sequencing behavior. See Organize Your Approvals and Salesforce Help: Approval Chains.

QUESTION NO: 4

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 Filter 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 Conditional Print field.

ANSWER: B

Explanation:

Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field. A Salesforce CPQ quote template can contain multiple line-item Template Sections, with each section independently controlling which quote lines it displays. Configuring one section per family and filtering its quote lines by the applicable Product Family results in distinct line-item tables in the generated document—one table for each family. This directly matches the requirement to separate products into different tables rather than merely organize rows within a common table. The administrator can reuse the same table layout and styling across the sections while changing only the line filter values for the three families, making the configuration straightforward to maintain. The filter is evaluated against quote-line data during document generation, so each section renders only the lines whose underlying product belongs to its designated family. Salesforce CPQ's quote-template configuration supports using Template Sections to determine the content and line items printed in generated quote documents. See Salesforce's Salesforce CPQ Administration Guide and the Salesforce CPQ quote templates Trailhead module.

QUESTION NO: 5

A subscription product that was newly created fails to display In the Product Selection screen when users search for it.

What are three possible reasons for this behavior?

Choose 3 answers

A. The Active checkbox is FALSE on the Product record.

B. The Product is missing a related Cost record.

C. The Optional checkbox is TRUE on the Product record.

D. The Product is missing a Pricebook Entry for the Quote's Pricebook,

E. The Component checkbox is TRUE on the Product record.

ANSWER: A D E

Explanation:

For Salesforce CPQ Product Selection, the product must be eligible for sale in the context of the quote. "The Active checkbox is FALSE on the Product record." is a valid cause because inactive products cannot be selected for new transactions. "The Product is missing a Pricebook Entry for the Quote's Pricebook," is also a valid cause: CPQ uses the quote's assigned price book to determine which products can be added, so the product needs an active price book entry in that price book. Finally, "The Component checkbox is TRUE on the Product record." can cause the behavior because component products are intended to be added through bundle configuration rather than independently through the Product Selection search experience. These checks should be part of initial troubleshooting for a newly created subscription product: confirm that the Product record is active, that its relevant Pricebook Entry exists and is active, and that it is not designated solely as a bundle component. Salesforce CPQ product setup relies on standard product and price-book data as well as CPQ-specific product configuration fields. See Salesforce CPQ Basics and Salesforce CPQ Product Configuration.

QUESTION NO: 6

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

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

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

ANSWER: A B E

Explanation:

This requirement is a block-pricing use case: the customer receives one defined total price for the quantity block that contains the quote line's quantity. For example, a quantity of eight must result in a total of $1,800, rather than an $1,800 per-unit price or a quantity multiplied by a unit price. Setting the product's Pricing Method to Block tells Salesforce CPQ to calculate the quote line using block-price records instead of standard quantity-based pricing.

The admin must then create Block Pricing records on the product for each stated range and its corresponding fixed amount. These records define the quantity boundaries and the total price CPQ should apply, including the 1–5, 6–10, 11–20, 21–50, and 50+ tiers. The final open-ended tier should be configured with the appropriate upper-bound behavior supported by the block-pricing record.

Because the requirement explicitly states that further discounts are unavailable, setting Non Discountable to True on the Product record prevents CPQ from applying additional discounts to this product. Together, these settings preserve the fixed total for the applicable quantity range. See Salesforce's Block Pricing documentation and Salesforce CPQ product configuration learning material.

QUESTION NO: 7

What are two ways Salesforce CPQ Advanced Approvals support obtaining apprgvat from a group in a single Approval Steps?

Choose 2 answers

A. Any group member may approve.

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

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

D. All group members must approve.

ANSWER: A D

Explanation:

Salesforce CPQ Advanced Approvals supports group approval behavior within one approval step through the choices **"Any group member may approve."** and **"All group members must approve."** These settings define the completion requirement for a step whose approver is a public group or queue. When any member may approve, the step is complete as soon as one eligible group member takes approval action. This is useful when the business needs an accountable representative from a team to respond quickly, without requiring every member's participation. When all group members must approve, the step remains pending until each group member has submitted approval. This supports processes requiring collective review or explicit consensus from every designated participant. In both cases, the group is configured as the approver for the same approval step; the selected group-approval behavior determines whether one response or every member's response is required before the approval process can advance. Salesforce CPQ Advanced Approvals is designed to support these more flexible approval-routing and approver-assignment requirements beyond standard sequential approval patterns. See Salesforce's Advanced Approvals for Salesforce CPQ Trailhead module and the Salesforce CPQ Advanced Approvals documentation for configuration guidance.

QUESTION NO: 8

Universal Containers has created a custom Quote Line field named Delivery Notes. The field must appear as a column in the line-item table of a generated Quote document.

Which two actions should the Admin take? Choose 2 answers

A. Create a Line Column that references the Delivery Notes Quote Line field.

B. Add the Line Column to the Template Section that renders the Line Items content.

C. Add the Delivery Notes field to the Quote Line Editor field set.

D. Create an HTML Template that references the Delivery Notes field.

ANSWER: A B

Explanation:

The Admin must create a Line Column that references the Delivery Notes field and associate that Line Column with the Template Section whose Template Content record is of the Line Items type. Line Columns define which Quote Line fields are rendered as columns in a quote-document line-item table.

Adding the field only to the Quote Line Editor field set affects the quoting user interface, not the generated document. An HTML Template is used for static or formatted narrative content and does not add a field as a line-item column.

QUESTION NO: 9

Universal Containers (UC) maintains a large Product catalog with more than 500 Products. Ten Products from various Product Famines are frequently requested and purchased by UC's customers and must be easy to find for users.

Mow should the admin meet the requirement?

A. Set the Sort Order for each of the ten Product records to a numeric value that is greater than any other Product.

B. Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products.

C. Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.

D. Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.

ANSWER: B

Explanation:

Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products. Salesforce CPQ custom actions can be displayed in the Product Selection page and can carry predefined search-filter criteria. This gives sales users a focused entry point for the commonly requested products while they are adding products to a quote, rather than requiring them to search or browse through a catalog of more than 500 records. The action can be configured with criteria that identify the ten designated products, such as a maintained custom product flag or another shared field value. Selecting the action applies those criteria to the Product Selection experience, making the curated set readily available regardless of the products' different families. This approach is especially useful because the list is administered centrally: if the frequently purchased set changes, the administrator updates the product data or action filter configuration without changing users' quote-entry process. Salesforce documents custom actions as a way to provide guided, contextual actions in CPQ, including actions available from product-selection workflows. See the Salesforce CPQ Custom Actions Trailhead unit and the Salesforce CPQ Custom Actions documentation.

QUESTION NO: 10

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A. Which settings should be used on the Price Rule to meet these requirements?

A. Evaluation Scope = CalculatorCalculator Evaluation Event = Save

B. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Edit

C. Evaluation Scope = CalculatorCalculator Evaluation Event = Edit

D. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Save

ANSWER: B

Explanation:

Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Edit is the appropriate setting because the requirement occurs while a user is actively configuring a bundle. A price rule with the Configurator evaluation scope runs in the Product Configurator, where it can respond to changes made to product options before the configuration is saved. Setting its Configurator Evaluation Event to Edit causes the rule to evaluate when the configurator is edited, allowing a price action to set Product Option B's quantity as soon as Product Option A is selected or changed.

The Apply Immediately setting on Product Option A is important because it causes the configurator to process the option change immediately rather than waiting for the user to perform a later action. Together, Apply Immediately and an Edit-event configurator rule provide the real-time behavior needed for dependent bundle-option quantities. The price rule can use conditions that identify the selection of Product Option A and a price action targeting the relevant option quantity or configuration field for Product Option B. Salesforce describes price rules as a way to evaluate conditions and automatically update quote-related values, including during product configuration. See Salesforce CPQ Price Rules documentation and Salesforce Trailhead: Advanced Price Rules.

QUESTION NO: 11

Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor.

Which Salesforce CPQ functionality will satisfy this requirement?

A. Custom page security plug-In script

B. Product Rules of filter type

C. Price Rules

D. Custom Action with Search Filter

ANSWER: D

Explanation:

Custom Action with Search Filter satisfies this requirement because Salesforce CPQ custom actions can place a button in the Quote Line Editor and direct the user into a targeted product-selection experience. The custom action can be configured to launch the Add Products flow, while an associated search filter limits the products returned to those that meet defined criteria. This lets Universal Containers provide a purpose-specific button—for example, to show only service products, accessories, or a designated product family—without requiring users to search through the entire catalog.

Search filters are designed for controlling the product records available during product selection. They can evaluate product fields and, where needed, related quote context to apply the intended subset dynamically. The resulting experience is both guided and maintainable: administrators configure the action and filter declaratively rather than building a bespoke interface or relying on pricing logic. Salesforce's CPQ learning materials describe using custom actions to tailor Quote Line Editor behavior and product-selection workflows, while the product configuration materials cover filtering products presented to sales users. See Salesforce Trailhead's Salesforce CPQ Custom Actions module and Salesforce CPQ Product Configuration module.

QUESTION NO: 12

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

A. Bundled

B. Required

C. Quantity Editable

D. Selected

ANSWER: B

Explanation:

Required is the appropriate Product Option field because it makes Product Option A mandatory whenever users configure the parent bundle, Product B. In Salesforce CPQ, a required option is automatically included in the bundle configuration and the configurator prevents a sales rep from deselecting or removing it. This directly enforces both parts of the requirement: the component is present when the bundle is configured, and the user cannot choose to omit it.

This setting belongs on the Product Option record that associates Product Option A with the bundle product, Product B. It is therefore evaluated in the context of that specific bundle relationship. Administrators can use required options for components that must always accompany a bundle, such as mandatory hardware, a base license, or an included service entitlement. After setting the field, test by adding Product B to a quote and opening the configurator; Product Option A should be selected and retained as part of the configuration.

For additional guidance on bundle options and configuration behavior, see Salesforce Trailhead's Configure Products with Salesforce CPQ module and Salesforce Help on Salesforce CPQ Product Options.

QUESTION NO: 13

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

What are two reasons that could explain this behavior?

Choose 2 answers

A. Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0.

B. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.

C. The Price Book Entry of the Product has been set to Inactive.

D. The Exclude from Opportunity checkbox on the Product has been set to TRUE.

ANSWER: A D

Explanation:

Opportunity Product creation during Salesforce CPQ quote synchronization is conditional at the quote-line level. "Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0." is correct because CPQ does not generate an Opportunity Product for a quote line whose net total is zero. This behavior prevents $0 lines, including no-charge products and fully discounted products, from being represented as revenue line items on the related opportunity. Review the calculated Net Total on each amendment quote line after pricing, discounting, and any price rules have run.

"The Exclude from Opportunity checkbox on the Product has been set to TRUE." is also correct. The product-level Exclude from Opportunity setting directs CPQ not to create opportunity products for quote lines using that product. This is useful for products that should appear on proposals or orders but should not be included in opportunity product reporting or forecasting. On an amendment, the setting is evaluated for the products represented by the amendment quote lines, so differing product configurations can result in opportunity products being created for only some lines. Salesforce documents CPQ product fields and their behavior in the Salesforce CPQ Product2 API reference and explains quote-to-opportunity synchronization concepts in Salesforce CPQ Quote-to-Cash Trailhead.

QUESTION NO: 14

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

A. Additional discounts from the original Quote will automatically populate on the renewal.

B. The renewal Quote start date will be the Contract end date plus one day.

C. Optional products from the original Quote will pull into the renewal.

D. All Quote Line items will be pulled through from the original Quote.

ANSWER: B

Explanation:

The renewal Quote start date will be the Contract end date plus one day. When Salesforce CPQ creates a renewal from a Contract, it establishes the renewed subscription term as a continuous period following the existing Contract. Therefore, the renewal Quote's start date is calculated as the day immediately after the Contract's end date. For example, if the Contract ends on June 30, the renewal Quote begins on July 1. This date handling prevents an unintended gap in service and avoids overlapping subscription coverage between the expiring Contract and its renewal.

The Renewal Pricing Method of List controls how CPQ derives prices for renewal subscription lines; it does not alter the fundamental date relationship between the expiring Contract and the new renewal Quote. CPQ uses the Contract record's dates as the source for establishing the renewal timing, including when the renewal process is initiated through automation such as a workflow rule. Administrators should ensure that Contract start and end dates are accurate because those dates directly drive the generated renewal record's schedule. See Salesforce's CPQ renewals documentation and the Salesforce CPQ subscription renewals Trailhead module.

QUESTION NO: 15

Cloud Kicks (CK) has recently phased out Product Option X and is ne longer actively selling it ta new customers. New customers

can sign up for the current Product Option Y Instead.

Management has decided that CK will also migrate existing contracts to this new product versicn at renewal.

'Which steps should the admin take to achieve this?

A. Update the Renewal Product field on the Product and Product Options, and set the Renewal Forecast checkbox to TRUE on the Contract record.

B. On the Subscription record, change the Product Lookup to refer to the new version of the Product.

C. Leverage a Selection Product Rule to remove the old Product and automatically add the new Product.

D. Use a Price Rule to swap the Product Lookup on a Quote Line when a Renewal Quote Line is generated.

ANSWER: A

Explanation:

Update the Renewal Product field on the Product and Product Options, and set the Renewal Forecast checkbox to TRUE on the Contract record. Salesforce CPQ uses renewal mappings to determine which products and bundle options should be carried into a renewal. Setting the retiring product's *Renewal Product* to the replacement product tells CPQ to use the current product version when it generates the renewal transaction. For a bundle, configuring the corresponding renewal product relationship on relevant product options ensures that the renewed configuration is mapped consistently, rather than retaining an option that is no longer sold.

The Contract's *Renewal Forecast* setting enables CPQ's renewal process to create the forecasted renewal records associated with that contract. When the renewal quote is generated, CPQ applies the configured renewal-product mappings, allowing existing customers to transition to the replacement offering as their contracts renew. This approach preserves the subscription and renewal lifecycle while centrally managing the product migration through product configuration. Salesforce documents renewal workflows and the contract settings used to generate renewal opportunities and quotes in its Salesforce CPQ renewals documentation. Additional CPQ learning resources are available in the Salesforce CPQ Basics Trailhead module.

QUESTION NO: 16

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 reps first attempt to contract the Order.

What are three troubleshooting steps an admin should take to identify the issue7

Choose 3 answers

A. Confirm that the Order has been activated.

B. Ensure the Order Start Date is later than the Opportunity Close Date.

C. Check recent Apex Jobs to identify any errors in the contracting process.

D. Verify that the related Opportunity is in Closed/Won status.

E. Ensure there is at least one subscription-based Order Product on the Order.

ANSWER: A C E

Explanation:

Confirming that the Order has been activated is essential because Salesforce CPQ contracts orders only after the order is in an activated state. Activation establishes the order as ready for fulfillment and enables the CPQ contracting process to evaluate its order products. The administrator should also ensure that the order contains at least one subscription-based Order Product. CPQ uses subscription products, including their subscription terms and dates, to create the subscription records that are associated with a contract. For a new customer on a first contracting attempt, this check helps establish that there is contractable subscription data to process.

Checking recent Apex Jobs is also an appropriate diagnostic step. CPQ contracting is processed asynchronously, so an issue caused by automation, validation, required data, permissions, or an internal processing exception can be recorded in the related asynchronous job. Reviewing the job status and error details provides the most direct evidence of why the contracting operation did not complete. Salesforce describes the CPQ subscription contracting workflow in Contract and Renew Subscriptions and documents how to monitor asynchronous processing through Monitor Asynchronous Apex.

QUESTION NO: 17

Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Optionâ€™s quantity must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

A. Select the Multiplier checkbox on the Bundle.

B. Select the Bundled checkbox on the Product Option.

C. Select Component as the Type field on the Product Option.

D. Select the Quantity Editable checkbox on the Product Option.

ANSWER: C

Explanation:

Select Component as the Type field on the Product Option. A Component product option is an item that is included as part of the bundle and whose quantity is governed by the quantity of the bundle's parent product. When the bundle quantity changes, Salesforce CPQ calculates the component quantity by multiplying the option's configured quantity by the parent bundle quantity. For example, if a component has a quantity of two and a customer adds three bundles to the quote, Salesforce CPQ sets the component quantity to six. This behavior supports bundle requirements in which each purchased unit of the parent product needs a defined number of associated products or services.

The administrator should open the relevant Product Option record, set its Type to Component, and set the option Quantity to the number required per bundle unit. The configuration can then be validated in the Quote Line Editor by changing the parent bundle's quantity and confirming that the component quantity scales accordingly. Salesforce describes product options and bundle configuration in its CPQ product documentation: Salesforce CPQ Product Bundles and Salesforce CPQ Product Options.

QUESTION NO: 18

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

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

A. Debug Logs

B. Apex Jobs

C. Record Jobs

D. Paused & Failed Flow Interviews

ANSWER: B

Explanation:

Apex Jobs is the correct place to investigate. Salesforce CPQ contract generation is processed asynchronously after an eligible order is activated. This design lets CPQ handle potentially large volumes of subscription products and related records without requiring the user to wait for all contract, subscription, and asset processing to finish in the order activation transaction. When that asynchronous processing encounters an error, Salesforce records the job and its status in the Apex Jobs page.

An administrator can open *Setup → Apex Jobs*, locate the contract-generation job associated with the activation timeframe, and review its status, error details, and extended-status information. Those details help identify the underlying source of the failure, such as an automation exception, validation issue, missing required data, or processing limit. This is particularly important when the order itself activates successfully but the downstream contract-generation process does not complete.

Salesforce CPQ's contracting process and its relationship to orders and subscription products are covered in the Salesforce CPQ Contracts Trailhead module. Salesforce also documents how to monitor asynchronous processing through Apex Jobs monitoring.

QUESTION NO: 19

An admin has implemented a new CPQ business requirement In a sandbox. They have created new products and used them to construct a bundle. The admin has also created a Product Rule that automatically selects Product Options when the user selects a specific Configuration Attribute.

In which sequence should the admin migrate the records related to the new CPQ functionality In order to maintain record relationships?

A. Products, attributes, options, rules

B. Products, options, attributes, rules

C. Products, attributes, rules, options

D. Attributes, products, options, rules

ANSWER: B

Explanation:

Products, options, attributes, rules is the appropriate migration sequence because Salesforce CPQ records must be created in an order that respects their lookup and reference dependencies. Product records provide the foundational catalog entries, including the parent bundle and the products that can be included within it. After those products exist in the target org, Product Option records can be migrated and connected to the relevant bundle and optional products. Configuration Attributes can then be migrated with their relationships to the bundle configuration and any applicable option context intact. Finally, the Product Rule and its associated conditions and actions can be moved once the products, options, and configuration attribute that it evaluates or acts upon are available in the target org.

This order is especially important for a rule that automatically adds or selects an option based on a Configuration Attribute value. The rule's evaluation logic requires the Configuration Attribute to exist, while its action requires a valid Product Option target. Establishing those referenced records first helps preserve the intended bundle behavior and avoids unresolved references during deployment or data migration. Salesforce CPQ's product-rule framework is designed to evaluate configuration conditions and perform actions during bundle configuration; see Salesforce Trailhead: Control Configuration with Product Rules and Salesforce Trailhead: Create Configuration Attributes.

QUESTION NO: 20

" UC Admin wants to prevent a Quote Term from being edited by non-admin users.

What should the Admin do to meet this requirement?

A. On the Quote Term record, check the Read-Only checkbox.

B. On the User Profile, make the object Read-Only. "

C. On the Quote Term object, make the Object Read-Only

D. On the Quote Term record, check the Locked checkbox.

ANSWER: D

Explanation:

On the Quote Term record, check the Locked checkbox. In Salesforce CPQ, a Quote Term is a reusable record that can be added to quotes and used in generated quote documents. The **Locked** setting is designed to protect an individual term from changes by standard sales users after it is available on a quote. This allows an administrator to preserve required legal, commercial, or policy language while continuing to permit authorized administrators to maintain the term when a controlled update is needed.

The administrator should open the applicable Quote Term record, select **Locked**, and save the record. When the term is included on a quote, non-admin users cannot edit the protected term. This record-level setting directly addresses the requirement without broadly restricting users' ability to work with other quote terms or unrelated records. It is especially useful for mandatory terms whose wording must remain consistent across customer-facing quote documents.

For Salesforce CPQ information about configuring and managing quote terms, see Salesforce Help: Quote Terms and Trailhead: Quote Templates in Salesforce CPQ.

QUESTION NO: 21

What are two considerations the CPQ specialist should take into account when authorizing the Salesfonce 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 users role should be placed at the top of the Role Hierarchy.

D. The user that authorizes the calculation service has API Only enabled.

ANSWER: A B

Explanation:

The user must have access to the CPQ quote and all related objects because Salesforce CPQ Calculation Service performs quote calculations in the authorization user's security context. That user therefore needs the object, field, and record access required by the quote and by all data used during pricing, such as quote lines, products, price rules, discount schedules, and configuration-related records. Using a user without adequate access can cause calculations to fail or return incomplete results when the service cannot read or update required CPQ data.

The user that authorizes the calculation service is a non-human admin user is also an important operational consideration. A dedicated, active administrative or integration-style user provides stable ownership for the authorization and avoids an unexpected interruption if an individual employee changes roles, loses permissions, is deactivated, or leaves the organization. The user should be managed according to the organization's access-control practices while retaining the Salesforce CPQ permissions needed to support calculation processing. Salesforce's CPQ documentation describes the Calculation Service authorization and the importance of the authorizing user's access context. See the Salesforce CPQ Administration Guide and Salesforce CPQ Advanced Features on Trailhead.

QUESTION NO: 22

Universal Containers sells a Support SKU in a multicurrency org. The product is already available in USD and EUR in the Corporate Price Book. UC now wants the SKU to be available on GBP Quotes at a GBP-specific list price.

Which two actions should the Admin take? Choose 2 answers

A. Activate GBP as an available currency in the org.

B. Create an active GBP Price Book Entry for the Support SKU in the applicable price book.

C. Create a Product Option for the Support SKU with Currency set to GBP.

D. Set the Support SKU Product record's List Price field to the GBP amount.

E. Create a Contracted Price record for every GBP customer account.

ANSWER: A B

Explanation:

GBP must be an active currency in the org before it can be used for product pricing and quotes. The Admin must also create an active GBP Price Book Entry for the Support SKU in the price book used by the GBP quote. CPQ uses the matching price book entry and currency to determine whether a product is available in Product Selection and to establish its list price.

Changing the Product record's standard price does not create a GBP entry in the quote's price book. A Product Option is used for bundle relationships and does not establish standalone product availability by currency.

QUESTION NO: 23

Universal Containers has a bundle option named Installation Kit. Every time the parent bundle is configured, Installation Kit must be selected with a quantity of 3. Sales reps must not be able to change the quantity.

Which two settings should the Admin configure on the Installation Kit Product Option? Choose 2 answers

A. Set Default Quantity to 3.

B. Set Quantity Editable to False.

C. Set Bundled to True.

D. Set Product Quantity Scale to 3.

E. Set Required to True.

ANSWER: A B

Explanation:

Default Quantity sets the quantity CPQ initially applies when the option is selected, so setting it to 3 establishes the required quantity. Setting **Quantity Editable** to False prevents sales reps from changing that quantity in the configurator or Quote Line Editor.

Setting the option to Required would ensure it is included, but it would not establish a quantity of 3 or prevent quantity edits. The Bundled setting controls whether the option price is included in the parent bundle price, not option quantity behavior.