

Exam CPQ-Specialist Simulator Fee & CPQ-Specialist Test Testking



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To become a Salesforce CPQ-Specialist, you must pass the Salesforce CPQ-Specialist Certification Exam. CPQ-Specialist exam consists of 60 multiple-choice questions and you have 105 minutes to complete it. CPQ-Specialist exam is proctored and can be taken online or at a testing center. The passing score for the exam is 65%, and you can retake the exam after 15 days if you do not pass it on your first attempt.

Salesforce CPQ-Specialist is a certification that validates the skills and knowledge of individuals in the field of Configure, Price, and Quote (CPQ) in Salesforce. Salesforce Certified CPQ Specialist certification is specifically designed for professionals who are responsible for managing CPQ processes in their organizations. The Salesforce Certified CPQ Specialist certification demonstrates that an individual has a deep understanding of the CPQ capabilities of Salesforce and can implement them effectively.

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Salesforce CPQ-Specialist Certification Exam consists of 60 multiple-choice questions, and candidates have 105 minutes to complete the exam. CPQ-Specialist exam tests various skills, such as product configuration, pricing and discounting, quote generation, and contract management. Candidates need to score at least 65% to pass the exam and get certified.

Salesforce Certified CPQ Specialist Sample Questions (Q174-Q179):

NEW QUESTION # 174

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 Optional checkbox is TRUE on the Product record.
- B. The Product is missing a related Cost record.
- C. The Product is missing a Pricebook Entry for the Quote's Pricebook.
- D. The Component checkbox is TRUE on the Product record.
- E. The Active checkbox is FALSE on the Product record.

Answer: C,D,E

Explanation:

Scenario:

* A subscription product does not appear in the Product Selection screen during search.

Possible Causes:

* A: The Active checkbox must be TRUE for the product to appear.

* D: The product requires a Pricebook Entry in the corresponding Quote's Pricebook.

* E: If the Component checkbox is TRUE, the product is treated as a bundle component, not standalone, and will not appear in search results.

Why Other Options Are Incorrect:

* B: Cost records are unrelated to product visibility.

* C: The Optional checkbox determines bundling behavior, not search visibility.

Salesforce CPQ Reference:

* Product visibility settings are detailed in CPQ Product Selection Configuration .

NEW QUESTION # 175

An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the Product Rule to fire within this specific bundle.

What is a valid setup for the Configuration Rule?

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

Answer: B

NEW QUESTION # 176

An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A. Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.
- B. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.
- C. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- D. Create a Process Builder to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.

Answer: D

NEW QUESTION # 177

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created. Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

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

Answer: C

NEW QUESTION # 178

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- **B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.**
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- D. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

Answer: B

Explanation:

- * Understanding the Requirement:
- * Universal Containers wants a bundle with pre-selected Product Options.
- * Sales reps should mostly leave the default configuration as-is but need the flexibility to make changes when required.
- * Salesforce CPQ Feature Overview:
- * Configuration Type:
- * Determines whether sales reps can modify the configuration of a bundle product.
- * Setting it to Allowed permits the flexibility to configure without mandating it.
- * Configuration Event:
- * Defines when the bundle configurator is accessible.
- * Setting it to Edit prevents the configurator from opening automatically but allows sales reps to access it by clicking the "Reconfigure" link.
- * Configuration Steps:
- * Navigate to the Bundle Product record in Salesforce CPQ.
- * Set the Configuration Type field to Allowed. This ensures the configurator is optional and not enforced.
- * Set the Configuration Event field to Edit. This enables the configurator to be accessible only upon user action.
- * Key Behaviors:
- * With these settings, sales reps can use the default configuration but still make changes if needed by accessing the configurator manually.
- * The "Reconfigure" link in the quote line becomes available for editing.
- * Testing and Validation:
- * Add the bundle to a Quote.
- * Verify that the configurator does not open automatically.
- * Check that the "Reconfigure" link is accessible on the Quote Line for editing options.
- * References:
- * This solution is aligned with Salesforce CPQ documentation on managing bundle configurations and providing sales reps with flexible configuration options.

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