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Understanding functional and technical aspects of Salesforce Certified CPQ Specialist

The following will be asked from you in the **SALESFORCE CPQ-Specialist Exam Dumps**:

- Given a scenario, identify the appropriate pricing strategy (discount schedules, block pricing, contracted prices, subscription pricing, percent-of-total, usage-based pricing)
- Given a scenario, determine expected pricing outcomes

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Salesforce CPQ-Specialist (Salesforce Certified CPQ Specialist) Exam is an assessment designed to evaluate a professional's knowledge and skills related to configuring and managing Salesforce CPQ (Configure-Price-Quote) applications. CPQ-Specialist exam is intended for professionals who specialize in designing and implementing Salesforce CPQ solutions for businesses of all sizes. Salesforce Certified CPQ Specialist certification exam is administered by Salesforce, which is a leading cloud-based CRM (Customer Relationship Management) software company. CPQ-Specialist exam aims to validate a professional's expertise in Salesforce CPQ and offers a credential that demonstrates their proficiency in this area.

Salesforce Certified CPQ Specialist Exam is a certification program offered by Salesforce. CPQ-Specialist Exam is designed to test the knowledge and skills of professionals who work with Salesforce CPQ (Configure, Price, Quote) products. The CPQ Specialist certification is an important credential for professionals who want to demonstrate their expertise in Salesforce CPQ and advance

their careers in the industry.

Salesforce Certified CPQ Specialist Sample Questions (Q125-Q130):

NEW QUESTION # 125

Universal Containers has these conditions, that when met, an additional discount of 15% will be automatically added to the overall quote.

1. Revenue Account on the quote object is set as "Interest Revenue".
2. Product A has been added to the quote line.
3. User Count on the account is greater than 25.

According to the business requirements, either the Revenue Account is set to "Interest Revenue" or both Product A needs to exist on the quote line and the User Count needs to be greater than 25 in order for the additional discount to be applied. How can the CPQ Admin set this up in advanced conditions on a price rule to reflect this requirement?

- A. 1 OR (2 AND 3)
- B. 1 AND 2 OR 3
- C. (1 AND 2) OR 3
- D. (1 AND 3) OR 2

Answer: A

NEW QUESTION # 126

What does a user need to do before co-terminating a new quote with an existing contract?

- A. Set Preserve Bundle Structure to TRUE in the managed package settings and on the Account from which the user creates the Quote.
- B. Set the Contract's Master Contract field to TRUE and ensure the new Quote has Contracted Method * "Single Contract".
- C. Ensure the Account has active Contracts and uses Contract Co-Termination = "Prompt" and Co-Termination Event = "Add-On".
- D. Select "Single Contract" for Contracting Method on the original Quote, and Contract Co-Termination "Always" on the Account

Answer: D

NEW QUESTION # 127

The admin at Universal Containers (UC) has created one bundle that contains all of its Products as Options. The bundle has Subscription Pricing and Asset Conversion set to null on its Product record. Implementing the Product catalog via a bundle allows UC to enforce logic about which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions.

After making selections within the bundle, a sales user saves the Quote and creates a Contract from the Opportunity associated with the primary Quote. Later, the sales user needs to amend this Contract based on new 8 customers. When UC amends the tract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote.

The parent excluded in the Amendment Quote?

- A. The sales user must use the Amend Assets field on the Account to amend a Contract which containers
- B. By default, bundled Assets and Subscriptions are excluded in Amendment Quotes.
- C. The parent Product is excluded from the amendment because it lacks an Asset or a Subscription
- D. The sales user neglected to select the Preserve bundle structure field on the Contract.

Answer: A

NEW QUESTION # 128

Product A has the 'One per Unit" option selected within the Asset Conversion pteklst. Users era reporting that when they modify the quantity for Product A on on amendment Quote, the following error displays:

"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update." What should the CPQ specialist do to ensure sales raps can edit the quantity of asset-based products within an amendment Quote?

- A. Set the Asset Amendment Behavior field value to "Default"
- B. Conversion field value to "None".
- C. Set the Asset Conversion field value to "One per Quote".
- D. Set the Asset Amendment Behavior field value to "Allow Refund".

Answer: D

Explanation:

Comprehensive Detailed Step-by-Step Explanation with all Salesforce CPQ References

* Understanding the Issue:

* The error message, "Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update," occurs because the default behavior prevents a decrease in asset quantities unless explicitly allowed.

* Asset Conversion for Product A is set to "One per Unit," requiring each unit to be treated as a separate asset.

* Key Salesforce CPQ Setting:

* Asset Amendment Behavior:

* This field on the Product determines how CPQ handles amendments for asset-based products.

* Setting it to "Allow Refund" enables sales reps to reduce the quantity of assets during amendment quotes without generating errors.

* Configuration Steps:

* Navigate to the Product Record for Product A in Salesforce CPQ.

* Locate the Asset Amendment Behavior field.

* Change its value to Allow Refund.

* Save the changes.

* Impact of the Change:

* Sales reps can now amend the quantity of Product A on amendment quotes.

* The system will process the reduction in quantity without triggering an error, as the refund behavior is explicitly enabled.

* Verification:

* Create an amendment quote for a contract involving Product A.

* Adjust the quantity of Product A and confirm that the amendment processes successfully without errors.

* References:

* This approach is in line with Salesforce CPQ guidelines on managing amendments for asset-based products.

NEW QUESTION # 129

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Set the Order By field on the Quote Line to Product Family.
- B. Enable Allow Multiple Orders from a checkbox on the Quote.
- C. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- D. Set the Order By field on the Quote to Product Family.

Answer: C,D

Explanation:

Comprehensive Detailed Step-by-Step Explanation with all Salesforce CPQ References To split orders based on product family when creating orders from quotes in Salesforce CPQ, the following steps must be followed:

* Enable the Allow Multiple Orders Setting

* Navigate to Setup > Installed Packages and locate Salesforce CPQ.

* Click Configure, then go to the Orders tab in the CPQ package settings.

* Check the Allow Multiple Orders option. This allows multiple orders to be created from a single quote.

* This setting ensures that products can be grouped and split into separate orders based on specific criteria like Product Family.

* Set the Order By Field to Product Family

* From the object management settings for Quotes, edit the Order By field.

* Add "Product Family" as a picklist value if it is not already available.

* On the Quote, select Product Family in the Order By field.

* Save your changes. When creating an order, Salesforce CPQ will group quote lines into separate orders based on the Product Family.

* Process for Creating Orders

* On the quote, select the Ordered checkbox.

* Salesforce CPQ will automatically split the quote into multiple orders, grouping quote lines by the Product Family value.

* Notes and Considerations

* If some quote lines do not have a value for the field used in the Order By, they will be grouped into one order.

* This functionality is available in Salesforce CPQ editions starting from Summer '16.

By following these steps, administrators can ensure that similar products are automatically separated into different orders based on their product family.

NEW QUESTION # 130

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