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The CPQ-Specialist certification exam is a multiple-choice exam that covers a wide range of topics related to Salesforce CPQ. CPQ-Specialist exam consists of 60 questions that must be answered within 105 minutes. The passing score for CPQ-Specialist Exam is 65%, and the cost of the exam is \$200. To be eligible to take the exam, individuals must have completed the Salesforce CPQ Essentials for New Administrators course or have equivalent experience.

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## Salesforce Certified CPQ Specialist Sample Questions (Q17-Q22):

### NEW QUESTION # 17

Universal Containers has an output document with a line item table that currently displays product options that are marked as Included. What step should the Admin take to remove the Included products from the line item table?

- A. Set the Show Bundled Products field to False on the Quote Template.
- B. Set the Hide Included Products field to True on the Quote Template.
- C. Create a Quote Line field OutputVisibility\_\_C that returns False if Included = True.
- D. Create a filter on the line items Template Section where Component = False

Answer: A

### NEW QUESTION # 18

Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

- A. Set the Quote Line Visibility field to Editor Only on the Product Option.
- B. Select the Bundled checkbox on the Product Option.
- C. Set the Quote Line Visibility field to Always on the Product Option.
- D. Select the Hidden checkbox on the Product Option.

Answer: A

### NEW QUESTION # 19

In what way does Smart Approvals expedite the approval process?

- A. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- B. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.
- C. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- D. Quotes within defined thresholds will be automatically approved.

Answer: C

### NEW QUESTION # 20

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

### NEW QUESTION # 21



