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Salesforce CPQ-Specialist certification exam is designed to test the candidate's knowledge in Salesforce CPQ implementation, product configuration, pricing, and quoting. CPQ-Specialist exam measures the candidate's ability to configure and customize Salesforce CPQ solutions to meet the specific needs of their organization. CPQ-Specialist Exam consists of 60 multiple-choice questions and the candidate has 105 minutes to complete it.

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Salesforce Certified CPQ Specialist Sample Questions (Q158-Q163):

NEW QUESTION # 158

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access). Which Product Selection and Price Book strategy should the admin utilize to meet the requirements?

- A. Create two Price Books: one General Access Price Book with the 80 generally available Products,
- B. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID Into the SBQQ__QuotePricebookId__c on the Opportunity.
- C. Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- D. Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.

Answer: A

Explanation:

and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

NEW QUESTION # 159

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A. One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A".
One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10.
One Price Action to inject the value 50 into Unit Price field.
- B. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10 One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.
- C. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.
One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.

Answer: A

Explanation:

D.

One Price Condition using a Summary Variable counting Product A to verify that Product A is selected One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10 One Price Action to inject the value 50 into the Unit Price field.

NEW QUESTION # 160

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term unit: Month
Subscription Prorate Precision: Month + Daily
- B. Subscription Term unit: Month
Subscription Prorate Precision: Day
- C. Subscription Term unit: Month
Subscription Prorate Precision: Month
- D. Subscription Term unit: Day
Subscription Prorate Precision: Day.

Answer: A

NEW QUESTION # 161

A User at Universal Containers has created a new quote on Opportunity Z, which includes a fixed price subscription product. The Opportunity has been updated to Closed/Won, and the "Contracted" checkbox is marked TRUE; however, the contract is not generated. Which fields are likely causing the issue?

- A. Subscription Term and End Date
- B. Primary and Subscription Term
- C. Primary, Subscription Term, and End Date
- D. Primary and Start Date

Answer: D

NEW QUESTION # 162

A user renewing a Contract that was uploaded during a data migration. There is no Opportunity or Quote associated to the Contract. After renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect. What should the admin do to resolve this issue?

- A. Populate the Renewal Pricebook ID field on the Contract.
- B. Populate the Opportunity or Quota Price Book Id field on the Contract.
- C. Build Automation to automatically populate the correct Price Book on the Renewal Quote.
- D. Associate an Order with the correct Price Book to the Contract before renewing.

Answer: A

Explanation:

When a user performs a contract renewal and finds that the Price Book on the Renewal Opportunity or Quote is incorrect, the issue often arises due to the absence of a Price Book reference on the original Contract. To address this, the Renewal Pricebook ID field on the Contract must be populated. This field ensures the correct Price Book is carried over during the renewal process.

Step 1: Understand the Renewal Pricebook ID Field

* Field Location: The SBQQ__RenewalPricebookId__c field is on the Contract object.

* Purpose: It specifies which Price Book Salesforce CPQ should use for renewal quotes and opportunities created from the contract.

* Without this field populated, Salesforce CPQ defaults to another Price Book, which can lead to inaccuracies in the Renewal Pricebook ID**

* Access the Contract Record:

* Navigate to the relevant Contract record in Salesforce.

* Edit the Contract:

* Populate the Renewal Pricebook ID field with the 18-digit Salesforce ID of the desired Price Book.

* This ID corresponds to the Price Book you want Salesforce CPQ to apply during renewals.

* Save the Changes:

* Ensure the field is correctly updated and the changes are saved.

Step 3: **

* Attempt the renewal process again by clicking Renew on the Contract.

* Confirm that the Renewal Opportunity and associated Quote now reference the correct Price Book.

Step 4: Consider Automation for Future Accuracy

* Automate Field Population: Use Process Builder or a Flow to automatically populate the Renewal Pricebook ID field based on the contract's associated Account or Opportunity. This reduces manual errors and ensures consistency.

* Data Validation: Enforce validation rules to prevent contracts from being saved without a valid Renewal Pricebook ID.

By ensuring the Renewal Pricebook ID is correctly populated, the issue of incorrect Price Books during renewals and prevent similar occurrences in the future.

NEW QUESTION # 163

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