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Salesforce Certified CPQ Specialist is an important certification for professionals who work with Salesforce's Configure, Price, Quote (CPQ) software. CPQ-Specialist exam tests a candidate's knowledge of CPQ functionality and implementation, as well as their ability to configure and customize CPQ solutions to meet specific business needs. Salesforce Certified CPQ Specialist certification is designed for individuals who have experience working with Salesforce and are interested in becoming experts in CPQ.

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Salesforce CPQ-Specialist is a certification exam that verifies the knowledge, skills, and abilities of individuals in the field of Salesforce CPQ (Configure, Price, Quote). The Salesforce Certified CPQ Specialist credential is specifically designed for professionals who are responsible for designing, building, and implementing CPQ solutions in Salesforce. Salesforce Certified CPQ Specialist certification exam is ideal for individuals who want to establish themselves as experts in Salesforce CPQ and advance their careers in this field.

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Salesforce CPQ-Specialist Learning Mode - Latest CPQ-Specialist Practice Questions

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Salesforce Certified CPQ Specialist Sample Questions (Q58-Q63):

NEW QUESTION # 58

Universal Containers sells a subscription service priced as follows:
Which setup should the Admin implement for this pricing model?

- A. One discount schedule with five discount tiers
- **B. Two block price records and one discount schedule with three discount tiers**
- C. Five block price records
- D. Five block price records and one discount schedule with five discount tiers

Answer: B

NEW QUESTION # 59

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- **A. Set the Product's Sort Order as the only null Sort Order of any Product.**
- B. Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- C. Set the Product's Product Code as the only null Product Code of any Product.
- D. Set the Product Code as the first alphabetically of any Product's Product Code.

Answer: A

NEW QUESTION # 60

Universal Containers requires Quotes above a certain quantity threshold to be approved by the regional logistics manager. A custom object defines all regions and managers. Each Quote is automatically related to its region and its manager.

How should the admin leverage Advanced Approvals to meet the requirement?

- A. Create an Approval Chain with an Approval Rule for each Regional Manager lookup field.
- B. Create an Approval Chain and use the Approver Field to dynamically assign the Approval to the Regional Manager.
- **C. Create an Approval Rule and use the Approver Field picklist to dynamically assign the Approval to the Regional Manager.**
- D. Create an Approval Rule for each Region and select the Regional Manager in the Approver lookup field.

Answer: C

NEW QUESTION # 61

Universal Containers has decided to mark up prices instead of discounting. Product A is valued at \$10 and Product B is valued at \$20. Product A is a 10% markup and Product B is a 20% markup. Which pricing method would the Admin set up, and what would the final price be for each product?

- A. List, Product A price would be \$11, Product B Price would be \$22
- B. List, Product A price would be \$11, Product B price would be \$24
- **C. Cost, Product A price would be \$11, Product B price would be \$24**
- D. Cost, Product A price would be \$12, Product B price would be \$24

Answer: C

NEW QUESTION # 62

Universal Containers (UC) sells Its Support SKU both as a stand-alone Product and a Product Option within a bundle. When sold as a stand-alone Product, the expected List Unit Price Is \$1,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to \$800.

What should the admin do to meet the requirement?

- A. Create a Product Rule to Insert 800 into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ__RequiredBy__c field is blank.

- B. Enter 20 into the SBQQ_Discount_c field on the Product Option to reduce the price from \$1,000 to \$800.
- C. Enter 800 Into the SBQQ_UnitPrice_c field on the Product Option to define a bundle-specific price for Support.
- D. Create a workflow rule to insert 800 into the SBQQ_ListPrice_c field on the Quote Line when the SBQQ_RequiredBy_c field is blank.

Answer: B

NEW QUESTION # 63

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