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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 (Salesforce Certified CPQ Specialist) Certification Exam is a highly sought-after certification in the Salesforce ecosystem. Salesforce Certified CPQ Specialist certification validates the expertise of a professional in the field of Configure, Price, Quote (CPQ) functionality in Salesforce. CPQ is an essential aspect of Salesforce that enables businesses to configure their products, set up pricing, and generate accurate quotes in real-time. Salesforce Certified CPQ Specialist certification exam is designed to test the skills and knowledge of professionals in the area of Salesforce CPQ.

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

NEW QUESTION # 17

An Admin has created a Configuration Attribute on the Product A bundle, and now needs an Identical Configuration Attribute on the Product B bundle that saves its value into the same Quote Line field. Which tasks should the Admin complete to meet this business requirement?

- A. Create a second Configured Product record for Product B on the existing Configuration Attribute.

- B. Create a second Configuration Attribute on Product B, no further administration required.
- C. Create a second Product Option field with identical values, then create a second Configuration Attribute on Product B.
- D. Check "Apply to Product Options" on the existing Configuration Attribute, then make Product B an option of Product A.

Answer: B

NEW QUESTION # 18

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: Month
- C. Subscription Term unit: Month
Subscription Prorate Precision: Day
- D. Subscription Term unit: Day
Subscription Prorate Precision: Day.

Answer: B

NEW QUESTION # 19

A user created a Quote containing two Products. The Subscription Pricing field on Product A is blank. Product B has Subscription Pricing set to Percent of Total and both Products share the same Percent of Total Category. When the Contract is renewed, both Products are shown in the renewal Quote, but Product A has a Net Total of zero.

Why does Product A have a Net Total of zero?

- A. Product A is an Asset that the customer already owns.
- B. **Renewal Model was set to Asset Based at the Account Level.**
- C. Include Net-New Products in Maintenance must be flagged in CPQ Package settings.
- D. The Asset Conversion behavior on the Product must be set to Allow Renewals.

Answer: B

NEW QUESTION # 20

Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. * List Unit Price: \$100
* Regular Unit Price: \$100
* Customer Unit Price: \$90
* Net Unit Price: \$90
- B. * List Unit Price: \$150
* Regular Unit Price: \$150
* Customer Unit Price: \$140
* Net Unit Price: \$140
- C. * List Unit Price: \$150
* Regular Unit Price: \$150
* Customer Unit Price: \$100
* Net Unit Price: \$90
- D. * List Unit Price: \$150
* Regular Unit Price: \$100
* Customer Unit Price: \$90

* Net Unit Price: \$90

Answer: D

Explanation:

Scenario Overview:

- * List Unit Price: Product A's standard price is \$150.
- * Contracted Price: CK has a contracted price of \$100 for Product A.
- * Discretionary Discount: CK negotiated a 10% discretionary discount for this deal.

Price Calculation:

- * List Unit Price remains the standard price of \$150.
- * Regular Unit Price applies the contracted price of \$100.
- * Customer Unit Price: After applying the 10% discretionary discount on the contracted price, Customer Unit Price = $100 - (100 \times 0.1) = 90$.

* Net Unit Price matches the Customer Unit Price for the 10 units being purchased, which is \$90.

Salesforce CPQ Reference:

- * Salesforce CPQ Contracted Price logic ensures negotiated prices override the List Price, and additional discretionary discounts apply as expected.

NEW QUESTION # 21

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

- A. Create a Quote formula field named StartSegment_c that returns 0.
- B. Set the Price Dimension's Type to One-Time.
- **C. Set the Product's Default Pricing Table to Standard.**
- D. Set the Display Order of the Desegment Line action to 1.

Answer: C

Explanation:

Unsegmented Product Setup:

- * By setting the Default Pricing Table to Standard, the product appears unsegmented when first added to a quote.
- * This allows users to manually segment the product later if necessary.

Default Pricing Table Configuration:

- * The Standard table ensures that pricing is applied uniformly across the quote without segmentation.

Salesforce CPQ Reference:

- * This behavior is defined in the Price Dimension Configuration Guidelines in CPQ documentation.

NEW QUESTION # 22

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