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Salesforce CPQ-Specialist (Salesforce Certified CPQ Specialist) Exam is designed to test the knowledge and skills of professionals in the area of Salesforce CPQ. CPQ-Specialist exam is ideal for individuals who are responsible for managing and implementing Salesforce CPQ solutions. In CPQ-Specialist exam, candidates are required to demonstrate proficiency in areas such as product configuration, pricing, quoting, and contract management.

To become a certified Salesforce CPQ Specialist, candidates must pass the CPQ-Specialist exam, which consists of 60 multiple-choice questions. CPQ-Specialist exam duration is 105 minutes, and the passing score is 65%. CPQ-Specialist exam fee is \$200, and the certification is valid for two years. Salesforce Certified CPQ Specialist certification is ideal for Salesforce administrators, business analysts, solution architects, and consultants who are involved in CPQ solution design, implementation, and deployment. It can also benefit sales and marketing professionals who want to understand the CPQ process and improve their sales effectiveness.

Salesforce Certified CPQ Specialist exam is designed for professionals who have experience in implementing and configuring the Salesforce CPQ solution. It covers a range of topics including pricing and quoting methodologies, product configuration, and integration with other Salesforce applications. Passing the exam demonstrates a deep understanding of the Salesforce CPQ solution and its capabilities, as well as the ability to design and implement custom solutions for clients.

## Salesforce Certified CPQ Specialist Sample Questions (Q65-Q70):

### NEW QUESTION # 65

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- A. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- B. The value from the record that was created most recently is applied to the Target Field.
- **C. The Target Field maintains its original value and an error message appears in the Quote Line Editor.**
- D. The value from the first record sorted alphabetically by Name is applied to the Target Field.

**Answer: C**

Explanation:

Scenario:

\* A Price Rule utilizes a Lookup Object and Lookup Queries, and multiple records meet the criteria for a single Quote Line.

Behavior:

\* When more than one lookup record meets the criteria, Salesforce CPQ does not apply any value to the Target Field. Instead:

\* The Target Field retains its original value.

\* An error message is displayed in the Quote Line Editor, notifying the user of the conflict.

Why Other Options Are Incorrect:

\* A & D: Salesforce CPQ does not resolve ties by sorting records alphabetically.

\* C: The system does not apply values based on record creation date.

Salesforce CPQ Reference:

\* Lookup Queries behavior and error-handling are outlined in CPQ Price Rules Configuration Guidelines .

### NEW QUESTION # 66

A user renewing a Contract that was uploadad during a data migration. There is no Opportunity or Quote associated to the Contract. Aftar 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. Build Automation to automatically populate the correct Price Book on tha Renewal Quote.
- B. Populate the Opportunity or Quota Price Book Id field on tha Contract.
- **C. Associate an Order with the correct Price Book to the Contract before ranewing.**
- D. Popuiata the Ranewal Pricebook ID field on the Contract.

**Answer: C**

### NEW QUESTION # 67

What is the calculated List Unit Price the user should see for Cloud Storage Support?

- A. \$273
- B. \$50
- C. \$23
- **D. \$225**

**Answer: D**

### NEW QUESTION # 68

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

**Answer: A**

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 # 69

Universal Containers (UC) has a Product Family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.
- B. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- C. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- **D. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.**

**Answer: D**

#### NEW QUESTION # 70

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