

CPQ-Specialist Online Exam & CPQ-Specialist Latest Exam Simulator



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The Salesforce CPQ-Specialist exam is made up of 60 multiple-choice questions and lasts 105 minutes. Candidates must achieve a score of 65% or higher to pass the exam and earn the certification. Salesforce recommends that candidates have at least six months of experience working with CPQ before attempting the exam. Those who pass the exam will become certified CPQ Specialists, gaining recognition for their expertise in one of Salesforce's most important software solutions.

Salesforce CPQ-Specialist (Salesforce Certified CPQ Specialist) Certification Exam is a well-recognized certification exam that evaluates the knowledge and skills of an individual in the field of Salesforce CPQ. Salesforce CPQ is a cloud-based software solution that helps businesses automate their sales quoting process. Salesforce Certified CPQ Specialist certification exam assesses an individual's ability to implement, configure, and manage Salesforce CPQ solutions to meet specific business needs. CPQ-Specialist Exam is designed to test the knowledge of individuals in various areas such as product configuration, pricing, quoting, and contracting.

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Salesforce CPQ-Specialist Certification Exam consists of 60 multiple-choice questions that must be completed within 105 minutes. CPQ-Specialist exam is conducted online, and the passing score is 65%. Salesforce Certified CPQ Specialist certification is valid for two years, after which the individual must retake the exam to maintain their certification status.

Salesforce Certified CPQ Specialist Sample Questions (Q211-Q216):

NEW QUESTION # 211

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

- A. Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total: True, Subscription Term: 12
- B. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12
- C. Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1
- D. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include inPercent of Total: False, Subscription Term: 1

Answer: A

NEW QUESTION # 212

When initially configuring a bundle, all Product Options are visible. A Configuration Attribute combined with a Product Rule is used to hide or show Product Options depending on the value of the Configuration Attribute.

The initial configuration was successful, but a user has reported thatupon bundle reconfiguration, all Product Options are visible. The Configuration Attribute retains the value that was set initially.

What should the admin do to resolve the issue?

- A. Ensure that Apply to Product Options is set to TRUE on the Configuration Attribute.
- B. Change the Evaluation Event of the Product Rule to Load.
- C. Change the Evaluation Event of the Product Rule to Always.
- D. Ensure that Apply Immediately is sc.

Answer: D

NEW QUESTION # 213

How should an Admin enable renewal uplift on an Account?

- A. Update the Markup (%) field on the Renewal Quote.
- B. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.
- C. Change the Renewal Pricing Method to Same on the Account.
- D. Select the Combine Subscription Quantities checkbox on the Contract record to the Account.

Answer: B

NEW QUESTION # 214

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

- A. \$500.00
- B. \$450.00
- C. \$480.00

- Answer: D**

An admin has set the Group Field on one of the Quote Templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

Choose 2 answers

- Answer: A,C**

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