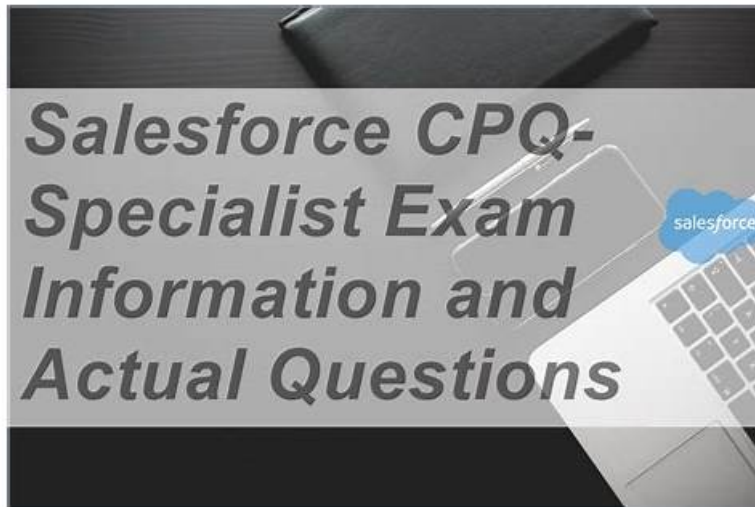# Stay Updated with Free Salesforce CPQ-Specialist Exam Question Updates



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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.

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Passing the Salesforce CPQ-Specialist exam demonstrates that a professional has the necessary skills and knowledge to implement Salesforce CPQ solutions effectively. Salesforce Certified CPQ Specialist certification is highly valued in the industry and can lead to better job opportunities and higher salaries. Additionally, certified professionals have access to a wide range of resources provided

by Salesforce, including training, networking opportunities, and access to the Salesforce community. Overall, the Salesforce CPQ-Specialist Certification Exam is an excellent way for professionals to demonstrate their expertise in Salesforce CPQ and advance their careers.

# Salesforce Certified CPQ Specialist Sample Questions (Q32-Q37):

**NEW QUESTION # 32**

Universal Containers has recently begun to transition away from a handful of legacy products. These Products should be unavailable for selection on Quotes via CPQ to new or existing customers. The admin has deactivated the Products and disabled the Use Inactive Prices' package setting, but the Products continue to show up on new business Quotes that are submitted for approval. What are two possible causes of this issue?
Choose 2 answers

- A. Search Filters are too broad and are returning legacy products.
- B. Users are cloning pre-existing Quotes that feature one or more of the legacy products.
- C. The Inactive legacy products have active Price Book Entries.
- D. Users have saved the legacy products to their List of favorites.

**Answer: A,C**

**NEW QUESTION # 33**

Universal Containers wants to provide a 10% discount to Product A, but only when customers who have previously purchased at least one unit of Product Adecide to purchase more. The CPQ admin has set up a price rule, but it is currently running on all lines that contain Product A. Product A is a subscription product.
How should the CPQ admin prevent this rule from firing when a customer first purchases Product A?

- A. Create a condition to evaluate a Summary Variable over previous subscriptions,
- B. Create a lookup query to check subscriptions for previously purchased products.
- C. Create an Option Constraint with Check Prior Purchases set to True.
- D. A Create a condition that checks that the Quote Line's Existing checkbox is setto True.

**Answer: D**

**NEW QUESTION # 34**

An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up to correctly map between Quote Lines and Product Options.
Which setup will ensure this condition is met?

- A. On the child options. Apply Immediately is False and Apply Immediately Context is Always.
- B. On the bundled parent. Apply to Product Options is False.
- C. On the Configuration Attribute. Apply to Product Options is False.
- D. On the Configuration Attribute. Auto-Select is False.

**Answer: B**

Explanation:
Requirement:
* Ensure Configuration Attribute values are mapped only to parent bundle Quote Lines, not child Product Options.
Solution:
* Setting Apply to Product Options to False on the parent bundle ensures the Configuration Attribute's value is mapped only to the parent Quote Line.
Why Other Options Are Incorrect:
* A: Changing Apply Immediately settings for child options does not control parent-quote mapping.
* B: Auto-Select = False does not relate to mapping Configuration Attributes.
* C: Apply to Product Options must be set on the parent bundle, not the Configuration Attribute itself.
Salesforce CPQ Reference:
* Configuration Attributes Mapping Behavior is detailed in CPQ Bundling Configuration Guidelines .

**NEW QUESTION # 35**

The products sold by Universal Containers (UC) have a Product Family of Hardware or Software. Each Quote should only contain one of the Product Families. At the time of Quote creation, the sale rep is required to populate a custom picklist with the API name Family__c with values of Hardware and Software.

If the sales rep selects Hardware for the Family__c field, the rep should only be able to add Products with the Product Family of Hardware to the Quote. The same premise applies for the value Software for the Family__c field.

How should the Admin meet this requirement?

- A. Create a Custom Action Condition related to the Add Products Custom Action where:
  Target object is Product
  Field is Product Family
  Filter Value is Family__c
- B. Create a Search Filter related to the Add Products Custom Action Where:
  Target Object is Quote
  Target Field is Family__c
  Operator is Equals
  Filter Source Object is Product
  Filter Source Field is Product Family
  Hidden is True
- C. Create a Search Filter related to the Add Products Custom Action Where:
  Target Family is Product
  Target Field is Product Family
  Operator is Equals
  Filter Source Object is Quote
  Filter Source Field is Family__c
  Hidden is True.
- D. Create a Custom Action Condition related to the Add Products Custom Action where:
  Target Object is Quote
  Field is Family__c
  Filter value is Product Family

**Answer: D**

**NEW QUESTION # 36**

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract. The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of the three quote lines and subscriptions for the below transactions:
* The original sale
* The first amendment
* The second amendment

- A. Quote Line: 100, -20, 40, Subscription: 100, 80, 120
- B. Quote Line: 100, 80, 120, Subscription: 100, -20, 40
- C. Quote Line: 100, -20, 40, Subscription: 100, -20, 40
- D. Quote Line: 100, 80, 120, Subscription: 100, 80, 120

**Answer: B**

Explanation:
In Salesforce CPQ, amendments adjust subscription quantities incrementally. The original sale (Quote Line and Subscription) is 100. The first amendment reduces to 80, a decrease of 20, so the Quote Line is 80 (absolute), and the Subscription delta is -20 (reflecting the change). The second amendment increases to 120, an increase of 40 from 80, so the Quote Line is 120, and the Subscription delta is 40. Subscription quantities in amendments show the net change (-20, 40) rather than absolute values (80, 120), aligning with CPQ's amendment mechanics. Option B correctly reflects this: Quote Lines (100, 80, 120) show user-facing totals, while Subscriptions (100, -20, 40) show deltas. Salesforce CPQ documentation explains this behavior in amendment scenarios.References: Salesforce CPQ Documentation - "Amending Contracts" and "Subscription Quantity Handling".

**NEW QUESTION # 37**

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