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Salesforce CPQ-Specialist certification exam is designed to test the candidate's knowledge in Salesforce CPQ implementation, product configuration, pricing, and quoting. CPQ-Specialist exam measures the candidate's ability to configure and customize Salesforce CPQ solutions to meet the specific needs of their organization. CPQ-Specialist Exam consists of 60 multiple-choice questions and the candidate has 105 minutes to complete it.

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Salesforce Certified CPQ Specialist Sample Questions (Q41-Q46):

NEW QUESTION # 41

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. The Conditional Print Field for each price Line Column
- B. The Hide Group Subtotals Field on the Quote Template
- C. The Conditional Print Field of a Template Section for only price Line Columns
- D. The Hide Totals Field on the Quote Template

Answer: A

NEW QUESTION # 42

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

- A. Product
- B. Segmented Product
- C. Product Option
- D. Contracted Price

Answer: C,D

Explanation:

Hierarchy of Discount Schedule Application: Salesforce CPQ applies Discount Schedules based on object precedence.

* Contracted Price: Overrides Discount Schedules at the Product or Feature level when specific pricing agreements are in place for an Account.

* Product Option: A Discount Schedule on a Product Option takes precedence over one defined at the Product Feature level.

Key Configurations:

* Contracted Price: Navigate to the Contracted Price record and add the Discount Schedule.

* Product Option: Assign the Discount Schedule on the Product Option record.

Validation:

* Test configurations to confirm the Discount Schedule is applied at the appropriate level and overrides the Feature-level Discount Schedule.

NEW QUESTION # 43

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- C. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- D. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.

Answer: A

NEW QUESTION # 44

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- B. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- C. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- D. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

Answer: C

NEW QUESTION # 45

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 original Subscription

*The first amended Subscription

*The second amended Subscription

- A. 100, 80, 120
- B. 80, 0, 40
- C. 100, -20, 40
- D. 120, -20, 40

Answer: A

NEW QUESTION # 46

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