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Salesforce Certified CPQ Specialist Exam is a comprehensive exam that covers a wide range of topics related to Salesforce CPQ. CPQ-Specialist exam tests the knowledge of applicants in areas such as product configuration, pricing, quoting, and contract management. CPQ-Specialist Exam also evaluates the ability of applicants to implement and customize Salesforce CPQ solutions to meet the specific needs of their organizations.

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## Salesforce Certified CPQ Specialist Sample Questions (Q18-Q23):

### NEW QUESTION # 18

Universal Containers has three different range discount schedules. All three have a reference to product A through the objects shown below.

Product A is an option in a bundle and has a list price of \$100.

Discount Schedule Name	Tiers				Object Reference
	Name	Lower	Upper	Amt	
Bronze Hardware Maintenance Discount	1-10	1	11	5%	Product Option
	11-20	11	20	10%	
	21+	21	-	20%	
Silver Hardware Maintenance Discount	1-10	1	11	8%	Product
	11-20	11	21	12%	
	21+	21	-	15%	
Gold Hardware Maintenance Discount	1-10	1	11	10%	Contracted Price
	11-20	11	21	15%	
	21+	21	-	25%	

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- A. \$1, 350,00
- B. **\$1, 320,00**
- C. \$1, 125,00
- D. \$1, 275,00

**Answer: B**

### NEW QUESTION # 19

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.

Which Subscription field values should the admin set to meet this requirement?

- A. \* Subscription Term: 1\* Subscription Type: Evergreen\* Subscription Pricing: Percent of Total
- B. \* Subscription Term: 12\* Subscription Type: Evergreen\* Subscription Pricing: Fixed Price
- C. **\* Subscription Term: 12\* Subscription Type: One-Time\* Subscription Pricing: Fixed Price**
- D. \* Subscription Term: 1\* Subscription Type: One-Time\* Subscription Pricing: Percent of Total

**Answer: C**

Explanation:

Requirement Overview:

\* A nonrenewable subscription Product priced annually.

Key Field Configurations:

\* Subscription Term = 12: Specifies an annual subscription.

\* Subscription Type = One-Time: Indicates that the Product is nonrenewable.

\* Subscription Pricing = Fixed Price: Defines a flat annual price.

Steps to Configure:

- \* Navigate to the Product record.
- \* Update the fields as specified above.
- \* Save and test by adding the Product to a Quote.

Validation:

- \* Confirm the subscription term and pricing are applied correctly and the product does not renew automatically.

### NEW QUESTION # 20

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. On Calculate and After Calculate
- B. On Calculate
- C. Before Calculate and On Calculate
- D. After Calculate

**Answer: D**

### NEW QUESTION # 21

The Admin at Universal Containers created the following range Discount Schedule: The Users are confused by the results when the quantity falls on a number that is the threshold for an Upper/Lower Bound. For example, when 20 is selected, the discount percent is 30%. The users are expecting a discount percent of 20%. Which explanation best explains this phenomenon?

- A. The Discount Schedule should have Inclusive set to True.
- B. Lower bound is inclusive, upper bound is exclusive
- C. The Discount Schedule should be type Slab instead of Type Range
- D. The Discount Schedule should be a Term schedule, but should be Quantity

**Answer: B,D**

### NEW QUESTION # 22

"UC has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with:

:AListPriceof,mIncluded.nM

: A Net Price of SO, since it is included with the bundle's price.

How should the Admin set up the bundle to meet this requirement?

- A. Set the Unit Price on the Product Options to be \$0."
- B. Select the Selected checkbox on the Product Options.
- C. Select the Bundled checkbox on the Product Options.
- D. Select the Required checkbox on the Product Options.

**Answer: C**

### NEW QUESTION # 23

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