

CPQ-Specialist Exam Actual Questions | Hottest CPQ-Specialist Certification



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Salesforce Certified CPQ Specialist Sample Questions (Q104-Q109):

NEW QUESTION # 104

Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

- A. The Summary Fields field set
- B. The Totals Field package setting
- C. The Line Subtotals Total field package setting
- D. The Segmented Summary Fields field set

Answer: A

Explanation:

Requirement Overview:

* Display the sum of a custom field in the standard Line Editor table without replacing the subtotal or total fields.

Solution Details:

* The Summary Fields field set on the Quote Line object controls which fields appear as totals in the Line Editor.

Steps to Configure:

- * Navigate to Setup > Object Manager > Quote Line.
- * Locate the Summary Fields Field Set.
- * Add the custom field to the field set.

Validation:

* Open the Quote Line Editor and confirm that the sum of the custom field appears in the standard table, alongside other totals.

NEW QUESTION # 105

When amending a contract, users have reported that the net pricing of some products is Incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause'

- A. The Renewal Price and the Net Price on the Upgraded Subscriptions are different values.
- B. The products have a Discount Schedule and Cross Order Is unselected.
- C. The products' Pricebook Entry prices were changed after the Contract was generated.
- D. The Use Legacy Amend/Renew Service is TRUE in the package settings.

Answer: B

NEW QUESTION # 106

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Enable Allow Multiple Orders from a checkbox on the Quote.
- B. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- C. Set the Order By field on the Quote to Product Family.
- D. Set the Order By field on the Quote Line to Product Family.

Answer: B

NEW QUESTION # 107

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

- A. Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.
- B. Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.
- C. Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.
- D. Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

Answer: D

NEW QUESTION # 108

Universal Containers (UC) sells to partners in multiple regions. Each region has a unique price multiplier that should be applied to the pricebook price of the product.

A custom object has been created to maintain the regional multipliers for each region. Any discounts should be applied after the regional multiplier has been applied. An admin needs to create a Lookup Price Rule.

Which field should the admin configure the price action to update?

- A. The special price
- B. The partner price
- **C. The customer price**
- D. The list price

Answer: C

Explanation:

Scenario:

* Apply a regional multiplier to the pricebook price and subsequently apply discounts.

Solution:

* The Customer Price field stores the post-regional multiplier price, enabling further discounting.

Why Other Options Are Incorrect:

* A: Special Price is used for manual overrides, not automated calculations.

* B: Partner Price is unrelated to the customer's pricing structure.

* D: List Price remains constant and does not reflect discounts or multipliers.

Salesforce CPQ Reference:

* Price Rules and field updates are detailed in CPQ Pricing Logic Guidelines .

NEW QUESTION # 109

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