

CPQ-Specialist Latest Test Online, Official CPQ-Specialist Study Guide



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The above formats of ITPassLeader are made to help customers prepare as per their unique styles and crack the CPQ-Specialist exam certification on the very first attempt. Our Salesforce Certified CPQ Specialist (CPQ-Specialist) questions product is getting updated regularly as per the original Salesforce Certified CPQ Specialist (CPQ-Specialist) practice test's content. So that customers can prepare according to the latest CPQ-Specialist exam content and pass it with ease.

Salesforce CPQ-Specialist certification is a valuable credential for individuals who are responsible for managing CPQ processes in their organizations. Salesforce Certified CPQ Specialist certification demonstrates an individual's ability to design and implement complex CPQ solutions using Salesforce. To achieve this certification, individuals need to have a strong understanding of Salesforce and at least six months of experience working with Salesforce CPQ. Salesforce provides various study materials to help individuals prepare for the exam, and passing the exam can enhance an individual's career prospects and earning potential.

Salesforce CPQ-Specialist Exam is a certification exam designed for professionals who are seeking to demonstrate their knowledge and expertise in Salesforce CPQ (Configure, Price, Quote) implementation. CPQ-Specialist Exam is intended for those who have experience in Salesforce configuration, pricing, and quoting, and who want to validate their skills in this area. Salesforce Certified CPQ Specialist certification is recognized as a valuable asset by employers and can help professionals advance their careers in the Salesforce ecosystem.

The main topics covered in the Salesforce CPQ-Specialist exam include "Product Configurations," "Pricing," "Quoting," "Contract Management," and "Integrations." The Salesforce CPQ-Specialist exam is designed to test a candidate's knowledge of the Salesforce CPQ platform and its various functionalities. CPQ-Specialist exam is also designed to test the candidate's ability to navigate and implement Salesforce CPQ in a real-world scenario.

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Salesforce Certified CPQ Specialist Sample Questions (Q64-Q69):

NEW QUESTION # 64

The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows:

Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- A. For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- B. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False
- C. For the Optional Section: FilterField: Optional, Filter Operator: Equals, Filter Value: True.
- D. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True

Answer: C,D

NEW QUESTION # 65

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- B. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.
- C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- D. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.

Answer: A

Explanation:

Requirement:

* Hide products with the Product Family "Software" when a Configuration Attribute is set to "Perpetual." Solution:

* Use an Error Condition to evaluate the Product Family value on the Product Option record.

* Configure a Product Action to Show all products except those with the Product Family "Software." Mechanism:

* The Error Condition evaluates the Configuration Attribute's value against the Product Option.

* The Product Action ensures visibility is dynamically controlled based on the evaluated condition.

Salesforce CPQ Reference:

* Error Conditions and Product Actions are key components of Product Rules in CPQ to implement dynamic product behavior .

NEW QUESTION # 66

Which of the following is not a standard pricing method in Steelbrick CPQ?

- A. List Pricing
- B. Block Pricing
- C. Cost Pricing
- D. Rollback Pricing

Answer: D

NEW QUESTION # 67

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D.

Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2.

The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021.

The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021.

Which two methods could the user apply individually to meet the requirement? Choose 2 answers

- A. Change the End Date on Quote Line Group 2 to December 3, 2021.
- B. Change the Subscription Term on Quote Line Group 2 to the value 18.
- C. Change the Subscription Term on the Quote Lines for C and D to the value 18.
- D. Change the End Date on the Quote Lines for C and D to December 3, 2021.

Answer: A,B

NEW QUESTION # 68

User A at Universal Containers has an active quote with Company A.

Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- A. The contracted price is only applied when adding a product.
- B. The User must press Refresh Prices to see the effect.
- C. The User must set Allow Contracted Prices on their quote.
- D. The quote line for this product has Non Discountable checked.

Answer: A

NEW QUESTION # 69

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Salesforce certification CPQ-Specialist exams has a pivotal position in the IT industry, and I believe that a lot of IT professionals agree with it. Passing Salesforce certification CPQ-Specialist exam has much difficulty and needs to have perfect IT knowledge and experience. Because after all, Salesforce certification CPQ-Specialist exam is an authoritative test to inspect examinees' IT professional knowledge. If you have got a Salesforce CPQ-Specialist Certification, your IT professional ability will be approved by a lot of IT company. ITPassLeader also has a pivotal position in IT training industry. Many IT personnels who have passed Salesforce certification CPQ-Specialist exam used ITPassLeader's help to pass the exam. This explains why ITPassLeader's pertinence training program is very effective. If you use the training material we provide, you can 100% pass the exam.

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