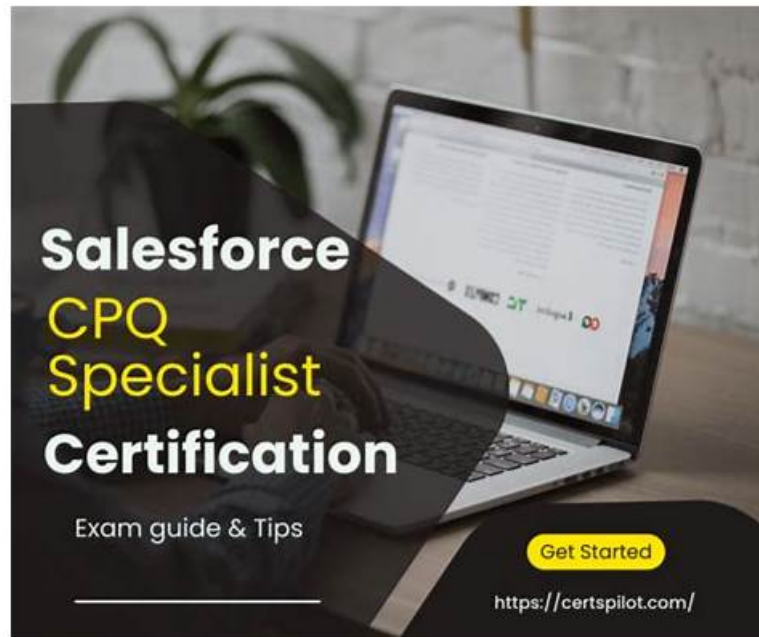# Pass Guaranteed Salesforce - Valid CPQ-Specialist - Latest Salesforce Certified CPQ Specialist Exam Cost

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Salesforce Certified CPQ Specialist Sample Questions (Q169-Q174):

NEW QUESTION # 169
Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Upper	Lower	Discount
First level	1	11	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of $100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. $1,575.00
- B. $1,700.00
- C. $1,050.00
- D. $1,725.00

Answer: C

NEW QUESTION # 170
Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.
What should the Admin do to meet this requirement?

- A. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.
- B. Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.
- C. Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.
- D. Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.

Answer: D

NEW QUESTION # 171
Universal Containers sells a monthly subscription service with tiered pricing:
Total Price
$1,000 for the first 100 units
$1,000 plus $9 per unit above 100
$4,600 plus $8 per unit above 500
$8,600 plus $7 per unit above 1,000
Which pricing method should the admin select for this service?

- A. Block
- B. List
- C. Tiered
- D. Segmented

Answer: C

Explanation:
Tiered pricing in Salesforce CPQ applies a cumulative price where each tier has a marginal rate (e.g., $9 per unit above 100). This matches the scenario: $1,000 for 0-100 units, then $9/unit for 101-500, $8/unit for 501-
1,000, and $7/unit above 1,000, building on the prior tier's total (e.g., $4,600 at 500). Option B (Tiered) supports this incremental pricing model. Option A (Block) uses fixed prices per range, not cumulative rates.
Option C (Segmented) isn't a standard CPQ pricing method. Option D (List) applies a flat unit price, ignoring tiers. Salesforce CPQ documentation defines Tiered pricing for this use case.References: Salesforce CPQ Documentation - "Tiered Pricing" and "Pricing Methods".

NEW QUESTION # 172

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence?
Choose 3 answers

- A. Additional Discount Fields
- B. Prorate Multiplier
- C. Target Customer Amount
- D. Contracted Price
- E. Discount Schedules

Answer: B,D,E

NEW QUESTION # 173

If a manager is taking a leave of absence, how can the Admin using Advanced Approval ensure that another manager will receive Approval requests during the period in which the original manager absent?

- A. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- B. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- C. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.
- D. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence.
  Populate the Approver field of the rule with the subtitle Approver, then add the rule to the existing Approval chain as the first step.

Answer: C

NEW QUESTION # 174

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