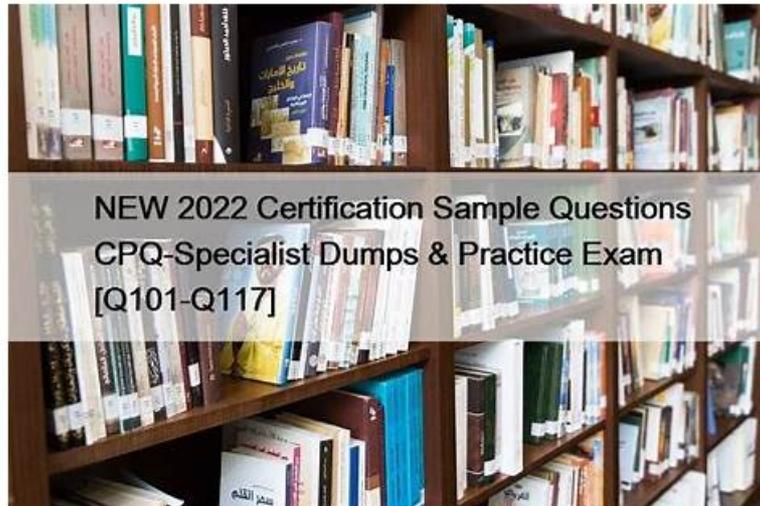


# Latest Real CPQ-Specialist Exam - CPQ-Specialist Valid Exam Review



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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 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 (Q84-Q89):

#### NEW QUESTION # 84

On which two objects can an admin assign a Configuration Field Set to change the columns that are visible during configuration?  
Choose 2 answers

- A. Product Features
- B. Products
- C. Product Options
- D. Option Constraints

**Answer: A,C**

#### NEW QUESTION # 85

Universal Containers has a Product that has a Subscription Term of 12 months. Users frequently create Quotes which are longer than this period. When adding this Product to these Quotes, however, the Prorated List Price is the same as the List price. Which action should the Admin take to correct the issue?

- A. Populate Default Subscription Term on the Quote Line.
- B. Check "Enable Proration" on the Quote.
- C. Populate Subscription Pricing on the Quote Line .
- D. Populate Subscription Pricing on the Product.

**Answer: D**

#### NEW QUESTION # 86

Northern Trail Outfitters has two products:

□ Both products are added to a one year quote. The Adventure in a Box product has a list price of \$10 with a discount of 50%.  
What Is the expected Net Total of Premium Support?

- A. \$54.00
- B. \$12.00
- C. \$6.00
- D. \$60.00

**Answer: B**

Explanation:

Scenario Breakdown:

\* Adventure in a Box:

\* List Price = \$10

\* Discount = 50%

\* Net Price = \$5 (after 50% discount).

\* Premium Support:

\* Percent of Total Base = List Price.

\* Percent of Total = 10%.

Calculation of Premium Support:

\* Percent of Total applies to the Net Price of Adventure in a Box.

\* Net Total of Premium Support =  $\$5 \times 10\% = \$0.50$  per month.

\* For 12 months:  $\$0.50 \times 12 = \$12.00$ .

#### NEW QUESTION # 87

Universal Container (UC) has a required Configuration Attribute for color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the Admin need to create the Color field to meet this requirement?

- A. Product, Product Option.
- B. Quote Line, Asset.
- C. Product Option, Quote Line.

- D. Product, Quote Line.

**Answer: C**

Explanation:

Requirement:

\* The Color of containers (a Configuration Attribute) must be displayed in the output document.

Solution:

\* Create a Color field:

\* On Product Option: Captures the color selection during configuration.

\* On Quote Line: Ensures the selected color is carried forward to the quote document.

Why Other Options are Incorrect:

\* B, D: These options do not account for both configuration and quote visibility requirements.

\* C: The Product object alone cannot store configuration-specific selections like color.

Salesforce CPQ Reference:

\* Configuration Attributes and their linkage to Quote Lines are documented in CPQ guidelines .

### NEW QUESTION # 88

A user is unable to see a particular Product on the Product Selection screen when clicking Add Products.

What are two potential reasons the Product is unavailable

Choose 2 answers

- **A. The Add Products button has a Search Filter associated to it.**
- B. The Hidden checkbox on the Product record is set to TRUE.
- C. The Add Products button has a Custom Action Condition associated to it.
- **D. The Component checkbox on the Product record is set to TRUE.**

**Answer: A,D**

Explanation:

Potential Causes:

\* Component Checkbox: Products marked as Components are typically excluded from being directly selectable in the Product Selection screen unless part of a bundle .

\* Search Filter: Custom Search Filters on the Add Products button limit the display of products based on criteria such as product attributes or field values.

Excluded Reasons:

\* Hidden Checkbox: This is generally used to hide products from the Quote Line Editor, not the Product Selection screen.

\* Custom Action Condition: While these can limit the Add Products button's visibility, they do not directly affect individual product visibility.

Salesforce CPQ Reference Points:

\* Documentation on Product Selection Behavior and Search Filters confirms these behaviors .

### NEW QUESTION # 89

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