

CPQ-Specialist題庫分享 - CPQ-Specialist最新考古題



P.S. NewDumps在Google Drive上分享了免費的、最新的CPQ-Specialist考試題庫：<https://drive.google.com/open?id=1QAkBwxF7-HRcQzlm-IyEJOFKuCh7ogY>

在這個資訊時代，IT行業被很多人關注，但是在如今人才濟濟的社會裏任然比較缺乏IT人。很多公司都招聘IT人才，他們一般考察IT人才的能力會參考他們擁有的IT相關認證證書，所以擁有一些IT相關的認證證書是受很多公司歡迎的。但是這些認證證書也不是很容易就能拿到的。Salesforce CPQ-Specialist 就是一個相當有難度的認證考試，雖然很多人報名參加Salesforce CPQ-Specialist考試，但是通過率並不是很高。

Salesforce CPQ-Specialist 認證考試旨在測試您在配置、管理和實施 Salesforce CPQ (Configure, Price, Quote) 解決方案方面的知識和技能。該認證對於負責為其組織設計和實施 CPQ 解決方案的個人來說非常適合。通過 Salesforce CPQ-Specialist 考試將證明您在 Salesforce CPQ 方面的專業知識，並為您提供在就業市場上的競爭優勢。

>> CPQ-Specialist題庫分享 <<

CPQ-Specialist題庫分享：Salesforce Certified CPQ Specialist100%通過考試，Salesforce CPQ-Specialist 認證

用一下NewDumps的CPQ-Specialist考古題怎麼樣？這個考古題可以說是與CPQ-Specialist考試相關的所有參考資料中最優秀的資料。為什麼呢？有以下四個理由。第一，NewDumps的考古題是IT專家們運用他們多年的經驗研究出來的資料，可以準確地劃出考試出題的範圍。第二，NewDumps的考古題包含了可能出現在實際考試中的所有試題。第三，NewDumps的考古題保證考生一次就通過考試，如果考生考試失敗則全額退款。第四，NewDumps的考古題分為PDF版和軟體版兩個版本。利用這兩個版本的考古題，考生可以更輕鬆地準備考試。

要成為 Salesforce CPQ Specialist 認證，候選人必須通過 CPQ-Specialist 考試，該考試包括 60 道多選題。考試時間為 105 分鐘，及格分數為 65%。考試費用為 \$200，認證有效期為兩年。此認證適合 Salesforce 管理員、業務分析師、解決方案架構師和顧問，涉及 CPQ 解決方案的設計、實施和部署。它也有助於銷售和市場營銷專業人員了解 CPQ 過程，提高銷售效率。

Salesforce CPQ-Specialist認證是展示個人在Salesforce CPQ方面專業知識的優秀方式，並在Salesforce生態系統中開啟眾多職業機遇。認證考試旨在評估個人在Salesforce CPQ不同領域的知識，通過考試可以證明被僱主高度重視的熟練程度。隨著對Salesforce CPQ專業人員的需求不斷增加，取得認證可以幫助個人脫穎而出，推進自己的職業生涯。

最新的 Salesforce Certified Advanced Administrator CPQ-Specialist 免費考試真題 (Q194-Q199):

問題 #194

Product A has the 'One per Unit' option selected within the Asset Conversion pteclist. Users era reporting that when they modify the quantity for Product A on on amendment Quote, the following error displays:

"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update." What should the CPQ specialist do to ensure sales raps can edit the quantity of asset-based products within an amendment Quote?

- A. Set the Asset Conversion field value to "One per Quote".

- B. Conversion field value to "None".
- C. Set the Asset Amendment Behavior field value to "Allow Refund".
- D. Set the Asset Amendment Behavior field value to "Default".

答案： A

問題 #195

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- B. Set Pricing Method to Block on the Product record.
- C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- D. Set Non-Discountable to True on the Product record.
- E. Set Pricing Method to Fixed Price on the Product record.

答案： A,B,D

問題 #196

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

- A. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.
- B. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- C. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.
- D. Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.

答案： D

解題說明：

Requirement:

* Organize quoted products by project milestones and generate a separate Order for each Quote Line Group.

Solution:

* Use Salesforce automation to set the Order by Quote Line Group field on the Quote. This ensures the system generates separate Orders based on the grouping in the Quote Line Editor.

Why Other Options Are Incorrect:

* B: Relying on notes is manual and error-prone, lacking automation for generating separate Orders.

* C: Validation Rules prevent specific actions but do not help organize Orders by Quote Line Group.

* D: Custom picklist fields are unnecessary when Order by Quote Line Group exists as a standard feature.

Salesforce CPQ Reference:

* The Order by Quote Line Group feature is outlined in Order Management Configuration .

問題 #197

Universal Containers has a custom picklist field with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configuration Attribute.

How should the Admin create Filter Product Rules to meet the business requirement?

- A. Create three rules, each with one condition that compares the product field with the Configuration attribute field.
- B. Create one rule with one condition that compares the product field with the configuration attribute field.
- C. Create one rule with three conditions, each that compares the configuration attribute field with a static value.
- D. Create three rules, each with two conditions that compare the configuration attribute with a static value and the product field.

答案： C

問題 #198

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term unit: Day
Subscription Prorate Precision: Day.
- B. Subscription Term unit: Month
Subscription Prorate Precision: Day
- C. Subscription Term unit: Month
Subscription Prorate Precision: Month
- D. Subscription Term unit: Month
Subscription Prorate Precision: Month + Daily

答案： C

問題 #199

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