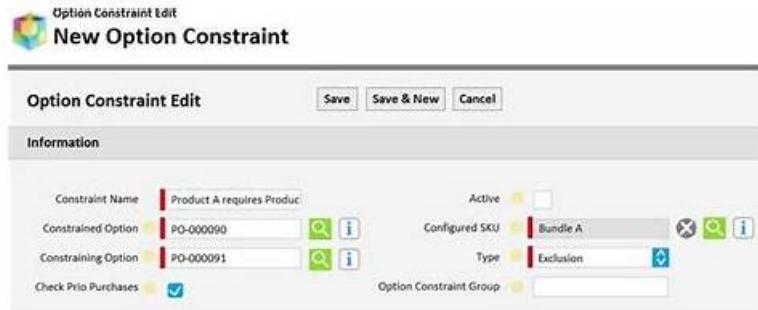# Dump Salesforce CPQ-Specialist File | CPQ-Specialist New Learning Materials

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Salesforce Certified CPQ Specialist Sample Questions (Q10-Q15):

NEW QUESTION # 10
A renewal quote has been generated through automation 45 days before the contract ends on December 31.The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately.
Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.
How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- B. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- C. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- D. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.

Answer: B

NEW QUESTION # 11

Subscription Product A has a Subscription Term of 6, a List Price of $100, and a Ranged Discount Schedule.

A user has added this Product a Quote with a Term of 12.

A u The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Pnce m this scenario?

- A. Regular Pnce of $150
- B. Regular Price of $75
- C. Regular Price of $100
- D. Regular Price of $200

Answer: B

Explanation:

Subscription Term and List Price:

* Subscription Product A has a Subscription Term of 6 months with a List Price of $100.

* When added to a Quote with a Term of 12 months, the List Price is prorated to account for the longer term.

Proration and Ranged Discount Schedule:

* A Ranged Discount Schedule applies discounts based on quantity, volume, or term thresholds.

* For the 12-month term, the price is prorated to $200 (2 times the List Price for 6 months).

* The Discount Schedule applies a 25% discount to the prorated price, reducing it to $150.

Regular Price Calculation:

* The Regular Price reflects the discounted value after applying the Discount Schedule:

Regular Price=200×(1#0.25)=150×0.5=75$\text{Regular Price} = 200 \times (1 - 0.25) = 150 \times 0.5 = 75$Regular Price=200×(1#0.25)=150×0.5=75.

Key Salesforce CPQ Reference Points:

* Ranged Discount Schedules modify the List Price based on configured thresholds .

* Subscription Pricing Logic ensures correct proration for products with terms different from the Quote Term .

NEW QUESTION # 12

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.

Which Subscription field values should the admin set to meet this requirement?

- A. * Subscription Term: 12* Subscription Type: Evergreen* Subscription Pricing: Fixed Price
- B. * Subscription Term: 1* Subscription Type: Evergreen* Subscription Pricing: Percent of Total
- C. * Subscription Term: 12* Subscription Type: One-Time* Subscription Pricing: Fixed Price
- D. * Subscription Term: 1* Subscription Type: One-Time* Subscription Pricing: Percent of Total

Answer: C

Explanation:

Requirement Overview:

* A nonrenewable subscription Product priced annually.

Key Field Configurations:

* Subscription Term = 12: Specifies an annual subscription.

* Subscription Type = One-Time: Indicates that the Product is nonrenewable.

* Subscription Pricing = Fixed Price: Defines a flat annual price.

Steps to Configure:

* Navigate to the Product record.

* Update the fields as specified above.

* Save and test by adding the Product to a Quote.

Validation:

* Confirm the subscription term and pricing are applied correctly and the product does not renew automatically.

NEW QUESTION # 13

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Set Next Automated Approver Determined By to Manager on the Approval Process.
- B. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- C. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- D. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.

Answer: C

NEW QUESTION # 14

"UC has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with:
* A List Price of,Included.nM
* A Net Price of SO, since it is included with the bundle's price.
How should the Admin set up the bundle to meet this requirement?

- A. Select the Bundled checkbox on the Product Options.
- B. Select the Required checkbox on the Product Options.
- C. Select the Selected checkbox on the Product Options.
- D. Set the Unit Price on the Product Options to be $0."

Answer: A

NEW QUESTION # 15

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