

Salesforce CPQ-Specialist exam practice questions and answers



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Salesforce Certified CPQ Specialist exam is designed for professionals who have experience in implementing and configuring the Salesforce CPQ solution. It covers a range of topics including pricing and quoting methodologies, product configuration, and integration with other Salesforce applications. Passing the exam demonstrates a deep understanding of the Salesforce CPQ solution and its capabilities, as well as the ability to design and implement custom solutions for clients.

Salesforce CPQ-Specialist (Salesforce Certified CPQ Specialist) Exam is an essential certification for Salesforce professionals who specialize in CPQ. CPQ-Specialist Exam Tests candidates on their knowledge of CPQ functionality, product configuration, pricing and discounting, quoting and orders, and integration with other Salesforce products. By passing the exam, candidates can increase their job opportunities, demonstrate their expertise in Salesforce CPQ solutions, and gain recognition for their skills and knowledge.

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Salesforce CPQ Specialist Certification Exam is a widely recognized and trusted certification that validates an individual's skills and knowledge in the field of Salesforce CPQ. CPQ stands for Configure, Price, and Quote, which is a set of tools used to automate the sales process. Salesforce CPQ-Specialist Certification is designed to showcase an individual's expertise in Salesforce CPQ, including the ability to design and implement solutions, configure and manage products, and work with price books and quotes.

Salesforce Certified CPQ Specialist Sample Questions (Q72-Q77):

NEW QUESTION # 72

Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- A. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.
- B. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- **C. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.**
- D. Set the maintenance product Include in Percent of Total to True. On all storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- E. subscription products, set the Percent Of Total Category to Storage.

Answer: C

NEW QUESTION # 73

Universal Containers has three different range discount schedules. All three have a reference to Product A through the objects shown below. Product A is an option in a bundle and has a list price of \$100.

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- **A. \$1,275.00**
- B. \$1,125.00
- C. \$1,320.00
- D. \$1,350.00

Answer: A

Explanation:

Scenario Breakdown:

* Product A has a base list price of \$100.

* A quantity of 15 is entered on the quote.

* Gold Hardware Maintenance Discount applies because contracted pricing is enabled.

* Discount for the quantity range (11-20) is 15% (as shown in the table).

Net Price Calculation:

* List Price = \$100

* Discount = 15%

* Quantity = 15

* Net Total Price = $\$100 \times 15 \times (1 - 0.15) = \$1,275$.

Justification for Selected Discount: According to Salesforce CPQ guidelines, when contracted pricing applies, it takes precedence over other Discount Schedules. The Gold Discount Schedule is therefore applied.

Testing and Validation: Test the configuration using a sample quote to ensure the correct schedule is applied and the net total price matches the expected value.

NEW QUESTION # 74

The Admin has created the "Promotional Discount ABC" price rule below.

price rule below. Evaluation Scope : Calculator Conditions Met: All Calculator Evaluation Event: On Calculate Active: True TABLE Assuming a quote where all conditions from this rule are met, which products on the quote get a discount?

- A. Product C
- B. Product A, Product B, and Product C
- **C. Product B and Product C**
- D. Product A and Product C

Answer: C

NEW QUESTION # 75

At Universal containers, the fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appears on one contract.

What are two ways the CPQ Specialist can meet these requirements? Choose 2 answers

- **A. Set package Contracting Method to Single Contract.**
- B. Set Order Product Date to Today when the record is created using Process Builder.
- C. Set Contracting Method on the Order to single Contract.
- **D. Set package Default Order Start Date to Today.**

Answer: A,D

NEW QUESTION # 76

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval.

How can the admin meet this requirement?

- A. Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.
- B. Using Native Approvals, build a custom button to display the approval matrix to users.
- **C. Using Advanced Approvals, place the Preview Approval button on the Quote page layout.**
- D. Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.

Answer: C

NEW QUESTION # 77

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