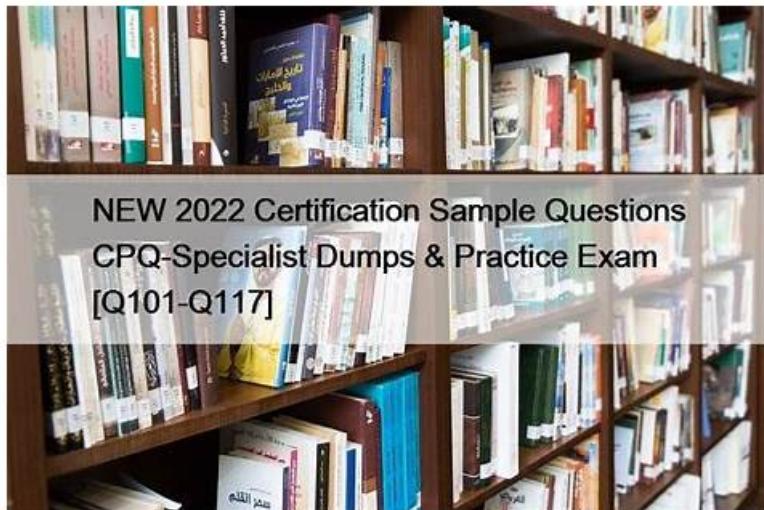


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Salesforce CPQ-Specialist Certification Exam is designed to test an individual's competency in configuring, implementing, and managing Salesforce CPQ (Configure, Price, Quote) solutions. CPQ-Specialist exam is intended for individuals who have experience working with Salesforce CPQ and are looking to validate their skills and knowledge in the field.

Salesforce Certified CPQ Specialist Sample Questions (Q46-Q51):

NEW QUESTION # 46

The admin at Universal Containers receives a report from a user that checking the Contracted box on an Opportunity with a single Product fails to result in a Contract.

What are two possible reasons a Contract is unable to be created?

Choose 2 answers

- A. The Subscription Pricing field on the Product is blank.
- B. The Opportunity must have a Primary Quote associated to it.
- C. The Subscription Pricing field on the Product is One-time
- D. The Subscription Conversion Behavior field on the Product is set to None.

Answer: B,D

Explanation:

Issue:

* Contract creation fails when the Contracted checkbox is checked on an Opportunity.

Possible Causes:

* A: If the Subscription Conversion Behavior is set to None, the product is not converted into a Subscription, preventing the Contract from being created.

* B: The Opportunity requires a Primary Quote to generate a Contract, as the Contract details are derived from the Quote.

Why Other Options Are Incorrect:

* C: If the Subscription Pricing field is blank, the product is treated as non-subscription but does not prevent Contract creation.

* D: Products with Subscription Pricing = One-time are not converted to Subscriptions, but they do not block Contract creation.

Salesforce CPQ Reference:

* Contract creation requirements and behaviors are documented under CPQ Subscription Management Guidelines .

NEW QUESTION # 47

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. Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.
- 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. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.

Answer: B

NEW QUESTION # 48

For a quote with a Subscription Term of 18 months, what is the calculated price for the standard pricing fields?

List Price	\$100
Quantity	5
Default Subscription Term	6
salesforce Distributor Discount	-10%
Partner Discount	50%
Additional Discount	20%
Discount Schedule	10%

- A. -- Regular Unit Price: \$1,500
-- Distributor Unit Price: \$1650
-- Partner Unit Price: \$825
-- Net Unit Price: \$577.50
- B. -- Regular Unit Price: \$1,350
-- Customer Unit Price: \$1,080
-- Partner Unit Price: \$540

- -- Net Unit Price: \$594
- C. -- Regular Unit Price: \$270
 - Customer Unit Price: \$216
 - Partner Unit Price: \$108
 - Net Unit Price: \$118.80
- D. -- Regular Unit Price: \$500
 - Distributor Unit Price: \$550
 - Partner Unit Price: \$275
 - Net Unit Price: \$192.50

Answer: A

NEW QUESTION # 49

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- B. Renewal Quote Line values are automatically mapped from original Quote Lines.
- **C. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.**
- D. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

Answer: C

NEW QUESTION # 50

A Universal Containers User states that a Configuration Attribute value can be set up during the initial configuration, but the value is not present when they reconfigure. What should the Admin check to ensure the Configuration Attribute value is properly saved?

- **A. A twin field must be created on the Quote Line object.**
- B. A twin field must be created on the Product object.
- C. A twin field must be created on the Quote object.
- D. A twin field must be created on the Product Option object.

Answer: A

Explanation:

Requirement Overview:

* Ensure that the Configuration Attribute value is retained when reconfiguring a bundle.

Solution:

* Create a twin field on the Quote Line object with the same API name as the Configuration Attribute.

This allows the value to persist and be passed between configurations.

Steps to Configure:

* Navigate to Setup > Object Manager > Quote Line.

* Create a new custom field with the same API name as the Configuration Attribute.

* Test the configuration to ensure the value persists during reconfiguration.

NEW QUESTION # 51

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