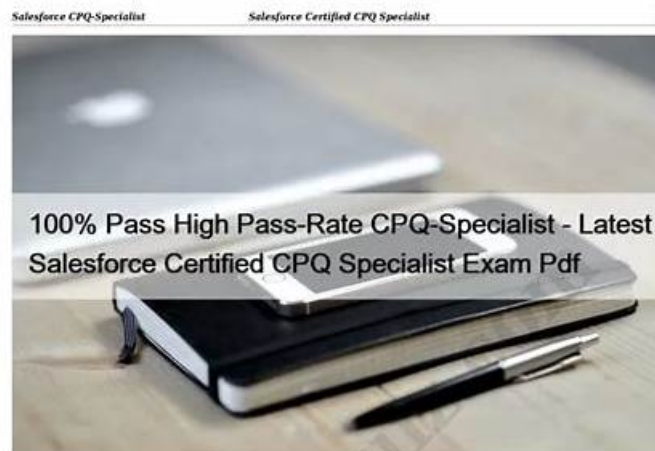


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The main topics covered in the Salesforce CPQ-Specialist exam include "Product Configurations," "Pricing," "Quoting," "Contract Management," and "Integrations." The Salesforce CPQ-Specialist exam is designed to test a candidate's knowledge of the Salesforce CPQ platform and its various functionalities. CPQ-Specialist exam is also designed to test the candidate's ability to navigate and implement Salesforce CPQ in a real-world scenario.

Salesforce Certified CPQ Specialist is an important certification for professionals who work with Salesforce's Configure, Price, Quote (CPQ) software. CPQ-Specialist exam tests a candidate's knowledge of CPQ functionality and implementation, as well as their ability to configure and customize CPQ solutions to meet specific business needs. Salesforce Certified CPQ Specialist certification is designed for individuals who have experience working with Salesforce and are interested in becoming experts in CPQ.

To become a certified Salesforce CPQ Specialist, candidates must pass the CPQ-Specialist Exam, which consists of 60 multiple-choice questions. CPQ-Specialist exam duration is 105 minutes, and the passing score is 65%. CPQ-Specialist exam fee is \$200,

and the certification is valid for two years. Salesforce Certified CPQ Specialist certification is ideal for Salesforce administrators, business analysts, solution architects, and consultants who are involved in CPQ solution design, implementation, and deployment. It can also benefit sales and marketing professionals who want to understand the CPQ process and improve their sales effectiveness.

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## **Actual Salesforce CPQ-Specialist Test Pdf | CPQ-Specialist Latest Practice Materials**

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### **Salesforce Certified CPQ Specialist Sample Questions (Q177-Q182):**

#### **NEW QUESTION # 177**

A User at Universal Containers created a quote containing two products. Product A is marked as Include in Percent of Total, with Subscription Pricing blank. Product B has Subscription Pricing set to Percent of Total.

When the Contract is renewed, both products are shown in the renewal quote, but Product A has a Net Total of zero. Which reason explains why Product A does not have a non-zero total?

- A. The Asset Conversion behavior on the Product must be set to Allow Renewals.
- B. Product A is an Asset that the Customer already owns, and will not be priced again.
- C. Renewal Pricing Method was set to Subscriptions Only at the Account Level.
- **D. Include Net-New Products in Maintenance must be flagged in CPQ Package settings.**

**Answer: D**

#### **NEW QUESTION # 178**

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. \$480, 00
- B. \$120, 00
- **C. \$240, 00**

**Answer: C**

Explanation:

Subscription Product Configuration:

- \* Product B uses the Percent of Total pricing model based on Product A's Net Price.
- \* Product B's Percent of Total Base is set to "Net," and its Percent of Total Target is set to Product A.
- \* Product B's Percent of Total (%) is configured as 10%.

Calculation:

- \* Product A Net Total = \$2,400
- \* Product B Net Total = 10% of Product A Net Total =  $2,400 \times 0.1 = 240,400 \times 0.1 = 240,400 \times 0.1 = 240$ .

Salesforce CPQ Reference:

- \* Percent of Total pricing logic is described under Percent of Total Products .

#### **NEW QUESTION # 179**

Universal Containers wants to allow customers to return and receive credit for asset Products.  
How should the admin meet the requirement?

- **A. Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.**
- B. Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.
- C. Edit the Quantity field on the Asset record to reflect the updated Quantity.
- D. Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.

**Answer: A**

Explanation:

Requirement:

\* Allow customers to return asset Products and receive credit.

Solution:

\* Setting the Asset Amendment Behavior to Allow Refund enables the product to be reduced in quantity on an Amendment Quote.

\* Reducing the Quantity on the Amendment Quote triggers a refund process in CPQ.

Why Other Options Are Incorrect:

\* A: Negative quantities are not a supported standard in Amendment Quotes.

\* C & D: Asset records should not be manually edited as changes must flow through Quotes and Orders.

Salesforce CPQ Reference:

\* Refund handling and Asset Amendment Behavior are described in Amendment and Renewal Processes .

#### NEW QUESTION # 180

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products: Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.

Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create a Line Items section and set SBQQ\_\_ProductFamily\_\_c as the Roll-Up field.
- B. Create an HTML Template Content record with three tables to represent each Product Family.
- C. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- **D. Create a Line Items section and set SBQQ\_\_ProductFamily\_\_c as the Group field.**

**Answer: D**

#### NEW QUESTION # 181

What is the correct order of data import to load Products and Product bundles in CPQ?

- A. Product Features, Product, Product Options, Option Constraints
- **B. Product, Product Features, Product Options, Option Constraints, Configuration Attributes**
- C. Product Rules, Error Conditions, Configuration Rules, Product Action
- D. Product Option, Product Feature, Product, Option Constraints, Configuration Attributes

**Answer: B**

#### NEW QUESTION # 182

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