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Salesforce CPQ-Specialist Exam is a certification exam designed for sales professionals who specialize in configuring, pricing, and quoting products and services using the Salesforce CPQ (Configure, Price, Quote) platform. CPQ-Specialist exam is designed to test the candidate's knowledge and skills in using Salesforce CPQ to streamline sales processes and improve sales efficiency. CPQ-Specialist Exam consists of 60 multiple-choice questions and is timed at 105 minutes. Candidates must achieve a minimum passing score of 65% to earn the Salesforce Certified CPQ Specialist certification.

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To earn the Salesforce CPQ-Specialist certification, you must have a strong understanding of Salesforce basics, such as sales, service, and collaboration clouds. You should also have hands-on experience working with Salesforce CPQ components and functions, including product and price book management, discount schedules, pricing methods, quote calculations, and proposals. Additionally, you need to have a good understanding of Salesforce customization tools, such as Lightning App Builder, Visualforce,

and Apex.

Salesforce CPQ-Specialist Certification Exam is a multiple-choice exam that assesses an individual's knowledge in different areas of Salesforce CPQ. CPQ-Specialist exam has 60 questions, and candidates are given 105 minutes to complete it. CPQ-Specialist exam covers various topics, including the Salesforce CPQ data model, product configuration, pricing and discounting, quoting, and order management. Salesforce Certified CPQ Specialist certification exam is administered by Salesforce and can be taken online or at a testing center.

Salesforce Certified CPQ Specialist Sample Questions (Q187-Q192):

NEW QUESTION # 187

QUESTION NO:

Universal Containers (UC) sells Product A with a tiered pricing model using a Discount Schedule with three discount tiers. UC signed an agreement with a client, ACME Tools, that gives the client a 50% discount on Product A with a flat rate for the next calendar year, overriding the current Discount Schedule. Which set of actions would meet these requirements?

- A. Create a Price Book specific to ACME Tools with a Price Book entry at half the price for Product A and create a Workflow Rule that assigns this Price Book to all Opportunities for ACME Tools.
- **B. Create a Product Rule that clears the Discount Schedule and injects 50% into the Additional Discount field on the Quote Lines for Product A when the Account associated with the Quote is ACME Tools.**
- C. Create a Price Rule that applies the 50% discount to the List Price and inserts it into the Customer Price field on the Quote Line when the Account associated with the Quote is ACME Tools.
- D. Create a Discount Schedule with a single Discount Tier at 0% discount and associate it with a Contracted Price giving 50% discount to Product A on the ACME Tools Account record.

Answer: B

NEW QUESTION # 188

What is the calculated List Unit Price the user should see for Cloud Storage Support?

- A. \$50
- B. \$273
- C. \$23
- **D. \$225**

Answer: D

NEW QUESTION # 189

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets. How should the user achieve this?

- **A. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.**
- B. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- C. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- D. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price

Answer: A

NEW QUESTION # 190

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

□ If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. \$1,050.00

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