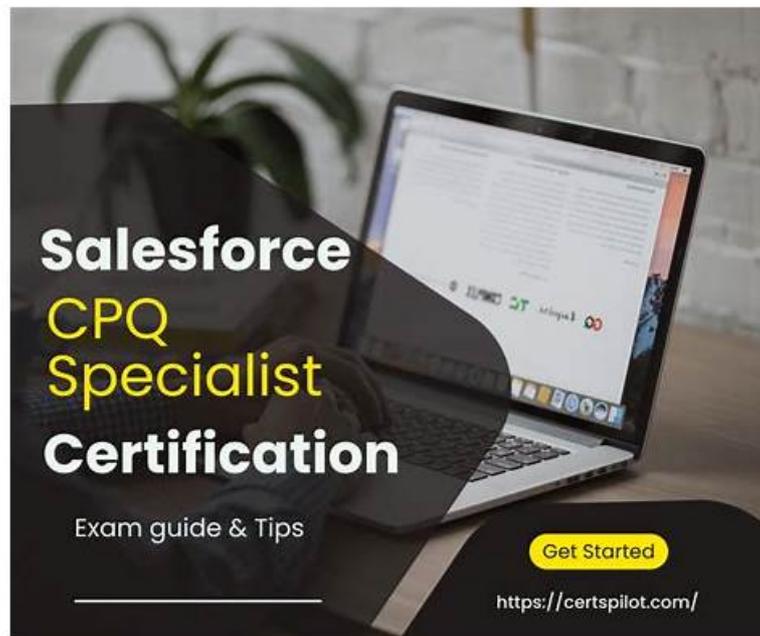


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Salesforce CPQ Specialist certification is designed for individuals who have a good understanding of Salesforce Sales Cloud, and are experienced in configuring and pricing products and services. Salesforce Certified CPQ Specialist certification is ideal for sales professionals, sales operations managers, and Salesforce administrators who are responsible for managing the sales cycle from lead

generation to closed deals. Salesforce CPQ provides a powerful platform for sales teams to manage complex product configurations, pricing, and quoting, and enables sales reps to deliver accurate quotes quickly and efficiently. Earning the Salesforce CPQ Specialist certification can help professionals demonstrate their expertise in using Salesforce CPQ, and can be a valuable addition to their resume.

Salesforce Certified CPQ Specialist Sample Questions (Q174-Q179):

NEW QUESTION # 174

The Admin at Universal Containers (UC) has created one bundle that contains all of its products as Options. The bundle has Subscription Pricing and Asset Conversion set to null on its Product record. Implementing the Product Catalog via a bundle allows UC to enforce logic about which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions.

After making selections within the bundle, a sales user saves the Quote and creates a Contract from the Opportunity associated with the primary Quote. Later, the sales user needs to amend this Contract based on new requirements from the customer. When UC amends the Contract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote.

Why is bundle excluded in the Amendment Quote?

- A. The sales user neglected to select the Preserve Bundle structure field on the Contract.
- B. The sales user must use the Amend Assets field on the Account to amend a Contract which contains Assets.
- C. The bundled Product is excluded from the amendment because it lacks an Asset or a Subscription.
- **D. By default, bundled Assets and Subscriptions are excluded in Amendment Quotes.**

Answer: D

NEW QUESTION # 175

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- **B. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.**
- C. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.
- D. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.

Answer: B

Explanation:

Behavior Explanation:

* The Price Rule fails to apply correctly because formula fields used in Price Conditions are not natively supported for the first evaluation cycle.

* The system requires additional recalculation to fetch and calculate the correct formula-derived value.

Root Cause:

* Price Rule evaluation relies on static field values at runtime. When formula fields are used, their values may not be immediately available due to dependency on intermediate calculations.

Salesforce CPQ Reference:

* Salesforce documentation discourages the use of formula fields in Price Conditions for real-time calculations and recommends using static fields or Lookup Queries for consistent behavior .

NEW QUESTION # 176

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- A. Update the Custom Action Location to Left.
- **B. Move the Clone and Delete actions into the Quote Line Editor drawers.**

- C. Change the Actions Column Placement in package settings to Left.
- D. Set a lower value in the Display Order field on the Custom Action record.

Answer: B

NEW QUESTION # 177

Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date. What should the admin configure in the product to meet this requirement?

- A. When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- **B. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.**
- C. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- D. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

Answer: B

NEW QUESTION # 178

Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. * List Unit Price: \$150
* Regular Unit Price: \$150
* Customer Unit Price: \$140
* Net Unit Price: \$140
- B. * List Unit Price: \$150
* Regular Unit Price: \$150
* Customer Unit Price: \$100
* Net Unit Price: \$90
- **C. * List Unit Price: \$150
* Regular Unit Price: \$100
* Customer Unit Price: \$90
* Net Unit Price: \$90**
- D. * List Unit Price: \$100
* Regular Unit Price: \$100
* Customer Unit Price: \$90
* Net Unit Price: \$90

Answer: C

NEW QUESTION # 179

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