

# 100% Pass Salesforce - CPQ-Specialist - Salesforce Certified CPQ Specialist Newest Valid Exam Duration



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CPQ-Specialist exam questions are being offered in three easy-to-use and compatible formats. The Salesforce CPQ-Specialist PDF dumps file, desktop practice test software, and web-based practice test software. All three CPQ-Specialist Exam Questions format contain the Salesforce CPQ-Specialist actual questions and help you in CPQ-Specialist exam preparation entirely.

Salesforce CPQ-Specialist Certification is a highly valuable credential for professionals who are looking to enhance their skills and knowledge in Salesforce CPQ. Salesforce Certified CPQ Specialist certification exam is designed to validate the knowledge and skills of professionals in Salesforce CPQ and covers a range of topics, including product configuration, pricing and quoting, and discounting and approvals. Certified professionals have access to a global community of Salesforce CPQ experts and are recognized by employers as being highly skilled in Salesforce CPQ.

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## Reliable CPQ-Specialist Test Tutorial & Training CPQ-Specialist For Exam

Our to-the-point and trustworthy Salesforce Certified CPQ Specialist Exam Questions in three formats for the Salesforce Certified CPQ Specialist (CPQ-Specialist) certification exam will surely assist you to qualify for Salesforce CPQ-Specialist certification. Do not underestimate the value of our Salesforce CPQ-Specialist Exam Dumps because it is the make-or-break point of your career. Therefore, make the most of this opportunity of getting these superb exam questions for the Financials in Salesforce CPQ-Specialist certification exam.

Salesforce CPQ-Specialist Exam is a multiple-choice exam that consists of 60 questions. CPQ-Specialist exam is timed and candidates have 105 minutes to complete it. CPQ-Specialist exam covers a range of topics, including Salesforce CPQ configuration, pricing, discounting, quoting, and product bundling. It also covers topics such as product rules, configuration attributes, and quote templates. CPQ-Specialist exam is administered by Salesforce and can be taken online or in-person at a testing center.

## Understanding functional and technical aspects of Salesforce Certified CPQ

## Specialist

The following will be asked from you in the **SALESFORCE CPQ-Specialist Exam Dumps**:

- Given a scenario, set up a quote template to meet business requirements

### Salesforce Certified CPQ Specialist Sample Questions (Q99-Q104):

#### NEW QUESTION # 99

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.

How can the admin configure the Product to meet this requirement?

- A. Set the Asset Conversion field to One per unit.
- **B. Select the Component checkbox on the Product.**
- C. Set the Configuration Type field to Allowed.
- D. Select the Hidden checkbox on the Product.

**Answer: B**

Explanation:

Requirement Overview:

\* Universal Containers sells a Product exclusively as part of a bundle and does not want it to appear in the Product Selection screen.

Solution:

\* The Component checkbox ensures the Product is only available as part of a bundle and is hidden from the general Product Selection screen.

Steps to Configure:

\* Navigate to the Product Record for the item.

\* Select the Component checkbox.

\* Save the changes.

Validation:

\* Confirm that the Product is not visible on the Product Selection screen but is available within its assigned bundles.

#### NEW QUESTION # 100

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too many clicks. Management has asked the admin to streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the admin enable to meet this requirement?

- A. Enable Quick Calculate
- **B. Calculate Immediately**
- C. Use Legacy Calculator

**Answer: B**

Explanation:

Requirement:

\* Streamline the Quote Line Editor by enabling automatic calculations after each change.

Solution:

\* Enabling the Calculate Immediately setting in Managed Package Settings ensures calculations are triggered automatically whenever changes are made in the Quote Line Editor.

Why Other Options Are Incorrect:

\* A: The Legacy Calculator setting is outdated and not related to automatic calculations.

\* B: Quick Calculate is a manual process that does not meet the requirement for automatic recalculation.

Salesforce CPQ Reference:

\* The Calculate Immediately Setting is described in the CPQ Managed Package Settings documentation

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### NEW QUESTION # 101

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access). Which Product Selection and Price Book strategy should the admin utilize to meet the requirement\*\*

- A. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID Into the SBQQ\_\_QuotePricebookId\_\_c on the Opportunity.
- **B. A Create two Price Books: one General Access Price Book with the 80 generally available Products,**
- C. Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- D. Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.

**Answer: B**

Explanation:

and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

### NEW QUESTION # 102

An admin has created a text field Configuration Attribute for Bundle A.

The admin wants the attribute to start with a default value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A. Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field field to Identify the Quote formula field.
- B. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- C. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.
- **D. Create a Process Builder to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.**

**Answer: D**

### NEW QUESTION # 103

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 Off Total and the percentage has been set.

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

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

**Answer: C**

### NEW QUESTION # 104

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