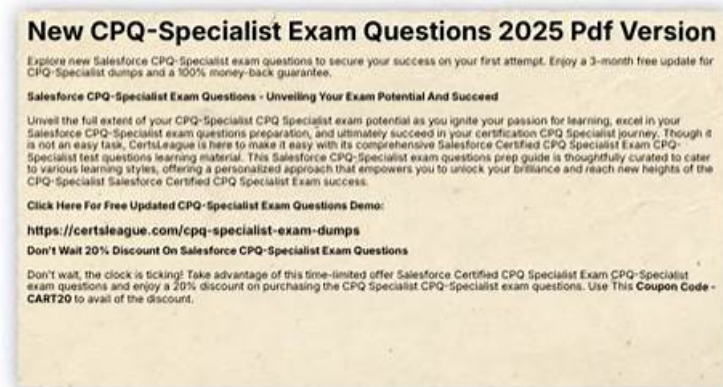


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## Understanding functional and technical aspects of Salesforce Certified CPQ Specialist

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 CPQ-Specialist certification exam is designed to test the candidate's knowledge in Salesforce CPQ implementation, product configuration, pricing, and quoting. CPQ-Specialist Exam measures the candidate's ability to configure and customize Salesforce CPQ solutions to meet the specific needs of their organization. CPQ-Specialist exam consists of 60 multiple-choice questions and the candidate has 105 minutes to complete it.

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## Salesforce Certified CPQ Specialist Sample Questions (Q206-Q211):

### NEW QUESTION # 206

In what way does Smart Approvals expedite the approval process?

- A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- B. Quotes within defined thresholds will be automatically approved.

- C. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- D. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

**Answer: C**

Explanation:

Explanation/Reference: [https://help.salesforce.com/articleView?id=cpq\\_approval\\_chains.htm&type=5](https://help.salesforce.com/articleView?id=cpq_approval_chains.htm&type=5)

#### NEW QUESTION # 207

Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor.

Which Salesforce CPQ functionality will satisfy this requirement?

- A. Custom Action with Search Filter
- B. Product Rules of filter type
- C. Custom page security plug-In script
- D. Price Rules

**Answer: A**

Explanation:

Requirement:

\* To allow sales reps to view a subset of products via a button in the Quote Line Editor.

Solution:

\* A Custom Action with a Search Filter is configured to dynamically limit the displayed products.

Mechanism:

\* The Custom Action triggers the Product Selection process, with the Search Filter applying criteria to display only the desired subset of products.

Salesforce CPQ Reference:

\* Custom Actions and Search Filters are documented as the preferred method to customize product visibility in the Product Selection process .

#### NEW QUESTION # 208

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders?

Choose 2 answers

- A. Set the Order By field on the Quote to Product Family.
- B. Set the Order By field on the QuoteLine to Product Family.
- C. Enable Allow Multiple Orders from a checkbox on the Quote.
- D. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.

**Answer: A,D**

#### NEW QUESTION # 209

Universal Containers (UC) has a requirement to identify any quotes where a sales user has applied a discount to any options within a bundle.

The admin created a price rule c their IsDiscounted\_\_c custom quote field to TRUE.

Conditions Met = All.

Which two approaches must the admin create to ensure the price rule meets business requirements? Choose 2 answers

- A. A Price Condition with: Object = Quote Line Field = SBQQ\_\_Discount\_\_c Operator = Greater Than Filter Type = Value Filter Value = 0
- B. A Price Condition where the Tested Variable must equal 0. The Summary Variable should have these values: Aggregate Function - Max Target Object - Quote Line Aggregate Field - SBQQ\_\_Discount\_\_c
- C. A Price Condition Tested Formula of SBQQ. RequiredBy 1.SBQQ. Bundled = TRUE
- D. A Price Condition with: Object - Quote Line Field - SBQQ\_\_ProductOption\_\_c Operator - Not Equals Filter Type - Value Filter Value - (Null)

**Answer: A,B**

Explanation:

Requirement Overview:

\* Identify any Quotes where a discount has been applied to options within a bundle.

Solution Details:

\* B. Summary Variable:

\* Use a Summary Variable to check if any Quote Line within the bundle has a Discount > 0.

\* Configure the Max aggregation function to evaluate discounts.

\* C. Price Condition:

\* Add a condition to check if the Discount field (SBQQ\_\_Discount\_\_c) on a Quote Line is greater than 0.

Steps to Configure:

\* Summary Variable:

\* Navigate to Summary Variables and create one with:

\* Target Object: Quote Line.

\* Aggregate Function: Max.

\* Aggregate Field: SBQQ\_\_Discount\_\_c.

\* Price Condition:

\* Add a condition to the Price Rule:

\* Object: Quote Line.

\* Field: SBQQ\_\_Discount\_\_c.

\* Operator: Greater Than.

\* Filter Value: 0.

Validation:

\* Add bundle options with discounts to a Quote and verify that the rule identifies the discounted options.

#### NEW QUESTION # 210

Universal Containers wants to give a 25% discount on a specific Product Option purchased in the big Box bundle.

In which two ways could the admin configure CPQ to automatically apply this discount? Choose 2 answers

- A. Create a Price Rule that application the 25% discount when the product is added as part of the bundle.
- B. Set the Option Discount (H) field on the Product Option for the bundle.
- C. Set Discounted by Package to TRUE on the Product Option for the bundle.
- D. Set the Option Discount (%) field on the Product Feature for the bundle.

**Answer: A,C**

#### NEW QUESTION # 211

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