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Salesforce CPQ-Specialist Certification Exam is intended for individuals who have a good understanding of Salesforce and its products. Candidates who are responsible for configuring Salesforce CPQ and managing its implementation in their organization are ideal for this certification. They should have a good understanding of the business processes involved in sales quoting, pricing, and contracting. Additionally, candidates should be familiar with Salesforce CPQ features such as product bundling, discounting, and quote generation.

Salesforce Certified CPQ Specialist Sample Questions (Q110-Q115):

NEW QUESTION # 110
Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of $1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	$1,000
6-10	$1,800
11-20	$3,000
21-50	$5,000
50+	$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- B. Set Non-Discountable to True on the Product record.
- C. Set Pricing Method to Block on the Product record.
- D. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- E. Set Pricing Method to Fixed Price on the Product record.

Answer: A,B,C

NEW QUESTION # 111
Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.
What two Option configurations that must be utilized for Product B to meet the requirement?

- A. Set Bundle to FALSE.
- B. Set Selected to TRUE.
- C. Set Quantity Editable to TRUE.
- D. Set Required to FALSE.

Answer: B,D

NEW QUESTION # 112
An admin created a dynamic bundle and needs a Product Rule to limit which products users see when configuring the bundle.
Which type of Product Action should the Admin create to ensure that only a specific set of products may be selected for the dynamic bundle?

- A. Optional filter
- B. Default filter
- C. Show
- D. Enable

Answer: B

NEW QUESTION # 113

A renewal quote has been generated through automation 45 days before the contract ends on December 31.
The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.
How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Delete the existing Renewal Quote, and uncheck andre-check the Renewal Quote checkbox on the Contract.
- B. Terminate the Contract with an End Dateof November 30, and set the renewal Quote Date to December
  1 of this year.
- C. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- D. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and
  Quote.

Answer: A

NEW QUESTION # 114

What is a valid formula for use in a Price Action where Target Object is Quote Line?

- A. SBQQ__Product__r.Name
- B. $User.FirstName
- C. SBQQ__Product__r.SBQQ__DiscountSchedule__r.SBQQ__Order__c
- D. SBQQ__Feature__r.SBQQ__Number__c

Answer: A

NEW QUESTION # 115

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Of course, the future is full of unknowns and challenges for everyone. Even so, we all hope that we can have a bright future. Pass the CPQ-Specialist exam, for most people, is an ability to live the life they want, and the realization of these goals needs to be established on a good basis of having a good job. A good job requires a certain amount of competence, and the most intuitive way to measure competence is whether you get a series of the test CPQ-Specialist Certification and obtain enough qualifications.

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