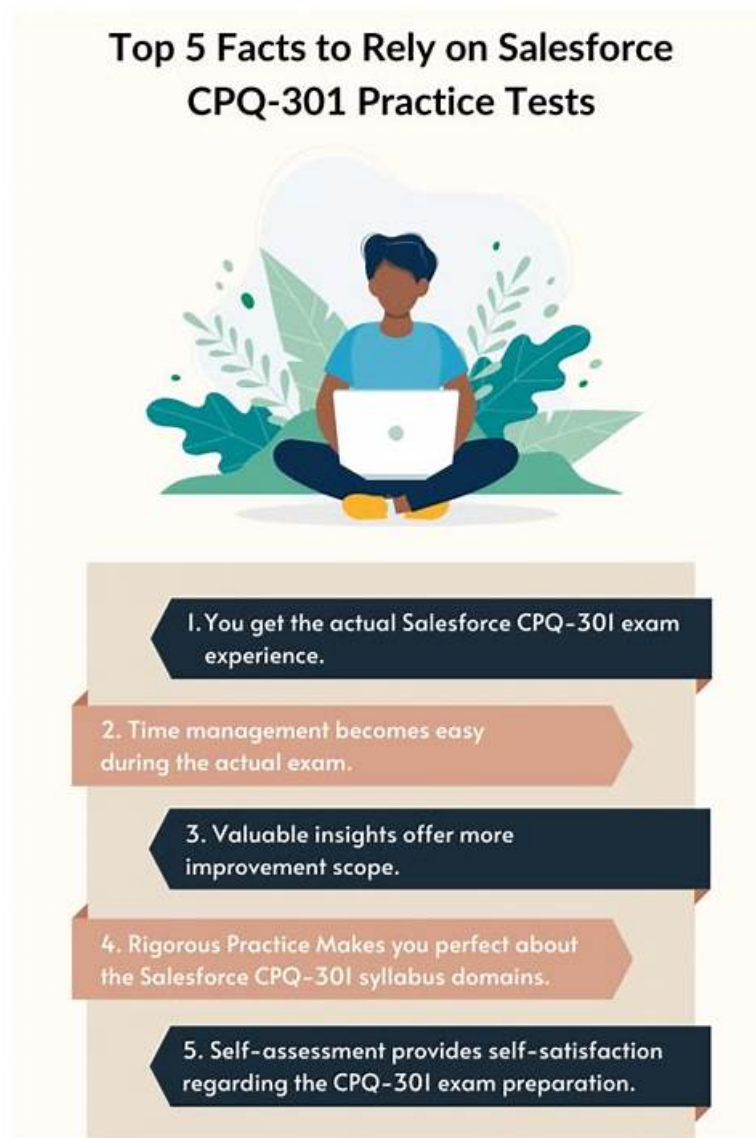# Salesforce CPQ-Specialist exam study materials

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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, determine expected pricing outcomes
- Given a scenario, identify the appropriate pricing strategy (discount schedules, block pricing, contracted prices, subscription pricing, percent-of-total, usage-based pricing)

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We hope that you have understood the major features of our three formats. Now let's discuss the benefits you can get upon buying our Salesforce Certified CPQ Specialist (CPQ-Specialist) exam material today. The first benefit you can get is the affordable price. Our Salesforce Certified CPQ Specialist (CPQ-Specialist) practice material is not expensive and every applicant can purchase it without running tight on his budget. Additionally, you can get a limited-time discount offer on real CPQ-Specialist exam questions as well.

To prepare for the CPQ-Specialist certification exam, candidates can take advantage of a variety of resources provided by Salesforce. The Salesforce CPQ-Specialist certification study guide outlines the topics covered in the exam and provides links to relevant Trailhead modules and documentation. Additionally, Salesforce offers a CPQ-Specialist certification preparation course, which covers topics such as product configuration, pricing and discounting, and quoting. Successful completion of the Salesforce CPQ-Specialist certification exam demonstrates to employers and clients that an individual has the skills and knowledge necessary to implement and manage Salesforce CPQ solutions.

Passing the Salesforce CPQ-Specialist Exam demonstrates that a professional has the necessary skills and knowledge to implement Salesforce CPQ solutions effectively. Salesforce Certified CPQ Specialist certification is highly valued in the industry and can lead to better job opportunities and higher salaries. Additionally, certified professionals have access to a wide range of resources provided by Salesforce, including training, networking opportunities, and access to the Salesforce community. Overall, the Salesforce CPQ-Specialist certification exam is an excellent way for professionals to demonstrate their expertise in Salesforce CPQ and advance their careers.

Salesforce Certified CPQ Specialist Sample Questions (Q109-Q114):

NEW QUESTION # 109
Universal Containers wants to provide a 10% discount to Product A, but only when customers who have previously purchased at least one unit of Product A decide to purchase more. The CPQ admin has set up a price rule, but it is currently running on all lines that contain Product A.
Product A is a subscription product. How should the CPQ admin prevent this rule from firing when a customer first purchases Product A?

- A. Create an Option Constraint with Check Prior Purchases set to True.
- B. Create a condition to evaluate a Summary Variable over previous subscriptions,
- C. A Create a condition that checks that the Quote Line's Existing checkbox is set to True.
- D. Create a lookup query to check subscriptions for previously purchased products.

Answer: C

NEW QUESTION # 110
Bundle A has four Product Options within Product Feature A: Products A, B, C, and D.
When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

	| 14 |	
Feature Name	Product Feature A	-
Min Options	1	Option S
Max Options		Dynamic Option
		Dynamic Option
Category		D
Discount Schedule		-
Created	CPQ	
By	Admin ... 11:48 AM	
	Edit Delete Clone	

Product Options   New Product Option

Action	Option Name	Optional SKU
Edit Del	PO_000089	Product A
Edit Del	PO_000090	Product B
Edit Del	PO_000091	Product C
Edit Del	PO_000097	Product D

- A. SettheDiscountScheduleonProductFeatureAandmarkthe"CrossProducts:CheckboxasTRUE.
- B. SettheDiscountScheduleontheProductOptionrecordsandmarkthe"CrossProducts"checkboxas TRUE
- C. SettheDiscountScheduleontheProductOptionrecordsandmarkthe"CrossProducts"checkboxas FALSE
- D. SettheDiscountScheduleonProductFeatureAandmarkthe"CrossProducts"CheckboxasFALSE.

Answer: A

NEW QUESTION # 111
A user renewing a Contract that was uploadad during a data migration. Thare is no Opportunity or Quote associated to the Contract. Aftar renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect. What should the admin do to resolve this issua?

- A. Popuiata the Ranewal Pricebook ID field on the Contract.
- B. Associate an Order with the correct Price Book to the Contract before ranewing.
- C. Build Automation to automatically populate the correct Price Book on tha Renewal Quote.
- D. Populate the Opportunity or Quota Price Book Id field on tha Contract.

Answer: B

NEW QUESTION # 112
Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.
What are three ways the admin can adjust the design of this bundle to reduce scrolling in Configuration?
Choose 3 answers

- A. Change Option Layout to Tabs on the bundle Product.
- B. Group the Product Features of the bundle into tabs using the Category field.
- C. Change Enable Large Configuration to True on the bundle Product.
- D. Set System to True on the Product Options to be excluded from the Configurator.
- E. Set Option Selection Method to Add on the Product Features.

Answer: A,B,E

Explanation:
Requirement Overview:
* Reduce scrolling in the configurator for a bundle with many Features and Options.
Solutions:
* A. Option Selection Method = Add: Allows users to select options from a pop-up window instead of scrolling through the configurator.
* D. Group Features into Tabs: Use the Category field to group Features into tabs for easier navigation.
* E. Option Layout = Tabs: Configure the bundle to display Options in a tabular format, reducing scrolling.
Steps to Configure:
* Set the Option Selection Method to Add on relevant Product Features.
* Populate the Category field on Product Features to group them into tabs.
* Change the Option Layout on the bundle Product to Tabs.
Validation:
* Test the configurator to ensure the layout reduces scrolling and improves usability.

NEW QUESTION # 113

What does a user need to do before co-terminating a new quote with an existing contract?

- A. Set Preserve Bundle Structure to TRUE in the managed package settings and on the Account from which the user creates the Quote.
- B. Select "Single Contract" for Contracting Method on the original Quote, and Contract Co-Termination = "Always" on the Account.
- C. Ensure the Account has active Contracts and uses Contract Co-Termination = "Prompt" and Co-Termination Event = "Add-On".
- D. Set the Contract's Master Contract field to TRUE and ensure the new Quote has Contracted Method = "Single Contract".

Answer: B

NEW QUESTION # 114

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