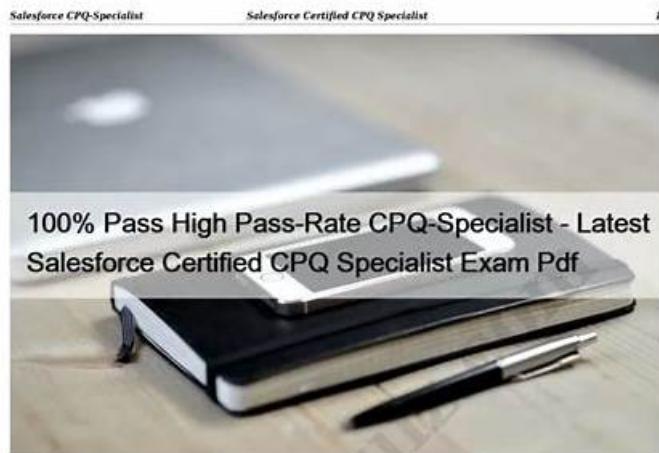


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Salesforce Certified CPQ Specialist (CPQ-Specialist) certification exam is designed to validate the skills and knowledge of professionals who are responsible for configuring, implementing, and managing Salesforce CPQ solutions. Salesforce Certified CPQ Specialist certification validates the expertise of professionals in the field of Salesforce CPQ, which is an important aspect of the Salesforce Sales Cloud. Salesforce Certified CPQ Specialist certification exam consists of 60 multiple-choice questions that are to be completed within 105 minutes, and the passing score is 65%.

## Certification Path of Salesforce Certified CPQ Specialist

This exam is ideal for experienced Salesforce Administrators, business analysts, and implementation specialists looking to gain a greater technical understanding of Salesforce CPQ Administration. It's also designed for experienced administrators, solution architects, implementation consultants, and developers looking to understand the full capabilities of Salesforce CPQ in order to

formulate solutions for their business. This exam is also a great foundation builder for anyone looking to earn the Salesforce CPQ Specialist credential.

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### Salesforce Certified CPQ Specialist Sample Questions (Q38-Q43):

#### NEW QUESTION # 38

Universal Container (UC) sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

- A. Pricing Method set to List and Subscription Pricing set to Percent of Total
- B. Pricing Method set to Custom and Subscription Pricing set to Custom"
- C. Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- D. Pricing Method set to Percent of Total and Subscription Pricing blank

**Answer: A,D**

#### NEW QUESTION # 39

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote.

The Subscription Term is 24 months. The Product's Default Subscription Term is 12 months. The Quantity Is 10. The List Unit Price is \$120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step in the standard price waterfall?

- A. \* Regular Unit Price: \$216.00  
\* Customer Unit Price: \$172.80  
\* Net Unit Price: \$164.16
- B. Regular Unit Price: \$216.00  
\* Customer Unit Price: \$168.00  
\* Net Unit Price: \$156.00
- C. \* Regular Unit Price: \$108.00  
\* Customer Unit Price: \$86.40  
\* Net Unit Price: \$82.08
- D. \* Regular Unit Price: \$108.00  
\* Customer Unit Price: \$168.00  
\* Net Unit Price: \$156.00

**Answer: A**

#### NEW QUESTION # 40

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- A. Create a Feature level Configuration Attribute.

- B. Create a bundle level Configuration Attribute.
- C. Set up a Lookup Price Rule referencing a custom object.
- D. Set the Configuration Attribute with Apply to Product Options to True.

**Answer: A,D**

#### NEW QUESTION # 41

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30. In addition to creation the Monthly Price Line Column, which two configurations are needed to satisfy this requirement? (Choose two.)

- A. Create a custom checkbox formula field indicating if the Payment Terms are Net 30.
- B. Set the Conditional Print Field on the Line Column record.
- C. Create an additional Line Items section without the Monthly Price field.
- D. Include Monthly Price in the Quote Line Editor Field Set.

**Answer: C,D**

#### NEW QUESTION # 42

Universal Containers sells Tiny Boxes for \$0,005 each. Tiny Boxes are Non Discountable.

How should the admin set the decimal precision for the unit price?

- A. Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.
- B. Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- C. Edit the Unit Price field on the Quote Line object and set the precision to 3.
- D. Use a Price Rule that sets the Net Unit Price to \$0,005 when the product is added to a Quote.

**Answer: A**

Explanation:

Requirement:

\* Ensure the price of Tiny Boxes (\$0.005) is handled with proper decimal precision.

Solution:

\* Adjust the Unit Price Scale to 3 in the Pricing and Calculation Package Settings, enabling Salesforce CPQ to handle prices up to three decimal places.

Why Other Options Are Incorrect:

- \* A: Field-level precision on Quote Line does not control pricing precision.
- \* C: The Product record's Unit Price Scale cannot override global settings.
- \* D: Price Rules are unnecessary for simple decimal precision adjustments.

Salesforce CPQ Reference:

\* Decimal precision configuration is described in CPQ Pricing Settings .

#### NEW QUESTION # 43

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