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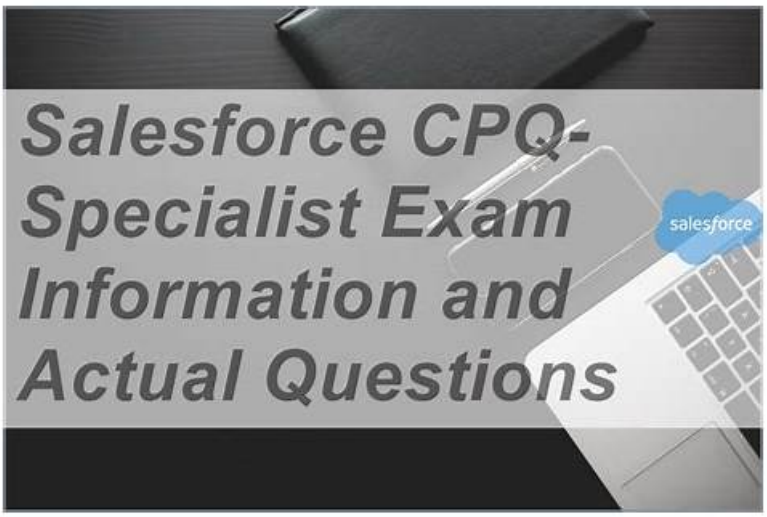

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Free CPQ-Specialist Practice Exams, CPQ-Specialist Minimum Pass Score

The VCE4Dumps Salesforce CPQ-Specialist online practice exam is browser-based and accessible via any browser including Firefox, MS Edge, Safari, Opera, Chrome, and Internet Explorer. This format is also embedded with multiple Salesforce CPQ-Specialist Practice Exam and all specs of the desktop software. You can easily adjust time and questions in all Salesforce Certified CPQ Specialist online Practice Exam.

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.

Salesforce CPQ-Specialist Certification Exam covers a wide range of topics related to Salesforce CPQ, including product configuration, pricing and discounting, quoting, and contracting. CPQ-Specialist exam also tests your knowledge of Salesforce CPQ best practices, including how to optimize your CPQ processes and improve your sales team's productivity. CPQ-Specialist exam is updated regularly to ensure that it reflects the latest best practices and features in Salesforce CPQ.

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

NEW QUESTION # 38
Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

- A. Leverage Salesforce automation to set the Ordered By filed on the Quote to a picklist value that represents a custom Quote Line field.
- B. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.
- C. Leverage Salesforce automation to select the Order by Quote Line Group filed on the Quote.
- D. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.

Answer: C

Explanation:
Requirement:
* Organize quoted products by project milestones and generate a separate Order for each Quote Line Group.
Solution:
* Use Salesforce automation to set the Order by Quote Line Group field on the Quote. This ensures the system generates separate Orders based on the grouping in the Quote Line Editor.
Why Other Options Are Incorrect:
* B: Relying on notes is manual and error-prone, lacking automation for generating separate Orders.
* C: Validation Rules prevent specific actions but do not help organize Orders by Quote Line Group.
* D: Custom picklist fields are unnecessary when Order by Quote Line Group exists as a standard feature.
Salesforce CPQ Reference:
* The Order by Quote Line Group feature is outlined in Order Management Configuration .

NEW QUESTION # 39
Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes.
How can this agreement be configured to set the Regular Price for this customer?

- A. Create a Discount Schedule and add it to the Discount Schedule field on Product A.
- B. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.
- C. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- D. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.

Answer: D

Explanation:
Requirement Overview:
* Configure tiered pricing for Product A specific to a customer for all future Quotes.
Solution Details:
* Use a Discount Schedule with tiered pricing.
* Assign the Discount Schedule to a Contracted Price record tied to the customer's Account.
Steps to Configure:
* Create the Discount Schedule with the desired tiers.
* Navigate to the customer's Account.
* Create a Contracted Price record:
* Reference Product A.
* Assign the Discount Schedule.
Validation:
* Generate a Quote for the customer and confirm the tiered pricing is applied correctly.

NEW QUESTION # 40
Universal Containers Sells a monthly subscription service with tiered pricing:

Which two pricing configurations meet these requirements?
Choose two answers

- A. Block pricing with overage
- B. List pricing with lookup price Rule
- C. Block pricing with range Discount Schedule
- D. Block pricing with slab Discount Schedule
- E. List pricing with slab Discount Schedule

Answer: A,D

NEW QUESTION # 41
Universal Containers Sells a monthly subscription service with tiered pricing:
Which two pricing configurations meet these requirements?
Choose two answers

- A. Block pricing with overage
- B. List pricing with lookup price Rule
- C. Block pricing with range Discount Schedule
- D. Block pricing with slab Discount Schedule
- E. List pricing with slab Discount Schedule

Answer: A,D

NEW QUESTION # 42
Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created. Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.
What should the Admin configure to meet the requirement?

- A. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- B. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- C. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- D. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

Answer: C

Explanation:
Requirement Overview:
* Northern Trail Outfitters wants future renewals to be reflected in the Opportunity pipeline as soon as a Contract is created.
Solution Details:
* The Renewal Quoted checkbox ensures that the renewal Opportunity is created and linked to the pipeline when the Contract is generated.
Steps to Automate:
* Use a Process Builder or Flow to automatically set the Renewal Quoted checkbox on the Contract upon creation.
Validation:
* Test the process by creating a new Contract and verifying that the renewal Opportunity is added to the pipeline.

NEW QUESTION # 43
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