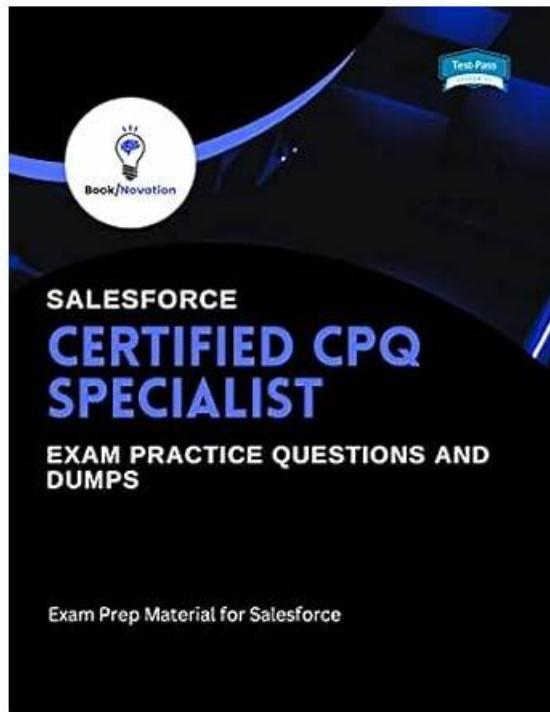


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To become a certified Salesforce CPQ Specialist, candidates must pass the CPQ-Specialist Exam, which consists of 60 multiple-choice questions. CPQ-Specialist exam duration is 105 minutes, and the passing score is 65%. CPQ-Specialist exam fee is \$200, and the certification is valid for two years. Salesforce Certified CPQ Specialist certification is ideal for Salesforce administrators, business analysts, solution architects, and consultants who are involved in CPQ solution design, implementation, and deployment. It can also benefit sales and marketing professionals who want to understand the CPQ process and improve their sales effectiveness.

Salesforce Certified CPQ Specialist Sample Questions (Q162-Q167):

NEW QUESTION # 162

Universal Containers would like a specific background color for the column heading of the line item table in the output document. Where should the Admin input the correct hex code to meet this display requirement?

- A. In the Template Content source editor in place of the previous hex color code.
- B. In the Group Shading Color field on the Quote Template record.
- **C. In the Shading Color field on the Quote Template record.**
- D. In the Summary Shading Color field on the Line Column records.

Answer: C

NEW QUESTION # 163

Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.

How should the admin meet the requirement in the most efficient manner?

- A. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.
- B. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.
- **C. Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.**
- D. Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.

Answer: C

NEW QUESTION # 164

An admin has set the Group ReW on one of the Quote templates. On output documents on Quote A, Quote Lmes appear to be grouped incorrtify.

What are two explanations for this grouping?

Choose 2 answers

- **A. Template Section with Template Content of Line Items type has a value in Group Field.**
- **B. There are Quote Line Groups related to Quote A.**
- C. Modified By field on the user

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