

# CPQ-Specialist Salesforce Certified CPQ Specialist Web-Based Practice Exam



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Becoming a Salesforce CPQ-Specialist certified professional can open up numerous career opportunities for individuals in the Salesforce ecosystem. Salesforce Certified CPQ Specialist certification demonstrates a level of proficiency that is highly valued by employers, making it an excellent addition to any Salesforce professional's resume. Certified professionals can work as Salesforce CPQ consultants, developers, or administrators, helping organizations improve their sales processes and drive revenue growth.

Salesforce CPQ-Specialist Certification Exam is intended for professionals who have experience working with CPQ solutions in Salesforce. This includes business analysts, consultants, developers, and administrators who are responsible for designing, building, and implementing CPQ solutions in Salesforce. CPQ-Specialist exam is also suitable for professionals who want to enhance their skills and knowledge in Salesforce CPQ and advance their careers in this field.

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People who appear in the test of the Salesforce Certified CPQ Specialist (CPQ-Specialist) certification face the issue of not finding up-to-date and real exam questions. PrepAwayETE is here to resolve all of your problems with its actual and latest Salesforce CPQ-Specialist Questions. You can successfully get prepared for the CPQ-Specialist examination in a short time with the aid of these Salesforce Certified CPQ Specialist (CPQ-Specialist) exam questions.

Salesforce Certified CPQ Specialist Exam (CPQ-Specialist) is designed for individuals who specialize in Salesforce CPQ. It is specifically designed for professionals who have experience in using the Salesforce CPQ platform to manage and optimize the sales

process. CPQ-Specialist Exam is designed to test various aspects of Salesforce's CPQ platform, from understanding the configuration process to building and customizing sales documents.

## Salesforce Certified CPQ Specialist Sample Questions (Q190-Q195):

### NEW QUESTION # 190

Which two scenarios can be supported using Amendments? Choose 2 answers

- A. Add new products; use different End Date from existing Contract
- **B. Add new Products; co-terminate to existing Contract**
- **C. Change quantities of existing Products; apply different discounts than original Quote**
- D. Change quantities of existing Products; maintain same discounts as original Quote

**Answer: B,C**

Explanation:

\* Amendment Functionality:

\* Amendments are used to modify existing contracts by adjusting quantities, discounts, or adding products while maintaining contract continuity.

\* Supported Scenarios:

\* A: Quantity changes with new discounts can be applied during amendments.

\* C: New products can be added and aligned with the contract's existing term (co-terminated).

\* Salesforce CPQ Reference:

\* Amendments are extensively documented under Contract and Subscription Management .

### NEW QUESTION # 191

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- B. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- **C. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.**
- D. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

**Answer: C**

### NEW QUESTION # 192

Given a customer's tiered pricing model, an admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the admin configure the Discount Schedule to meet this requirement?

- **A. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.**
- B. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- C. Set the Discount Unit to Amount, create a custom Override \_Amount, \_c field on the Edit Tiers page, select the User Defined checkbox, and then choose All from the Override Behavior picklist.
- D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

**Answer: A**

Explanation:

Requirement Overview:

\* Users need to define Discount Tiers where the values are treated as the Regular Price instead of amounts deducted from the List Price.

Solution:

- \* Configure the Discount Schedule to:
- \* Set the Discount Unit to Amount.
- \* Choose All from the Override Behavior picklist.
- \* Select the Use Price for Amount checkbox to treat the tier values as Regular Prices.

Steps to Configure:

- \* Navigate to the Discount Schedule Record.
- \* Set the Discount Unit to Amount.
- \* Select All from the Override Behavior picklist.
- \* Check the Use Price for Amount box.

Validation:

- \* Test the Discount Schedule to ensure the defined tier values are treated as Regular Prices.

### NEW QUESTION # 193

An admin has created a Small Business product with List Price = \$5.00 with these Product Options:

if a user adds this bundle and saves it without changes to the configuration, what will the package total be on the Small Business Bundle parent product Quote Line?

- A. \$17.50
- B. \$5.00
- C. \$37.50
- D. \$25.00

**Answer: A**

### NEW QUESTION # 194

"An Admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two - but never both.

How should the Admin set up Bundle A to accomplish this?

- A. Create an Option Constraint and set Type = Exclusion"
- B. Create a Product Feature and set both Min Options and Max Options to 1.
- C. Create a Product Feature and set both Min Options and Max Options to 4.
- D. Create an Option Constraint and set Type = Dependency

**Answer: A**

### NEW QUESTION # 195

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