

Importance of Salesforce CPQ-Specialist Certification Exam



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Salesforce CPQ-Specialist Certification Exam measures the candidate's expertise in CPQ functionality and the ability to design, build, and implement CPQ solutions in Salesforce. CPQ-Specialist exam covers a broad range of CPQ topics, including product configuration, pricing, quoting, and discounting. It also tests the candidate's knowledge of Salesforce CRM and its integration with CPQ. CPQ-Specialist exam is designed to assess the candidate's ability to apply CPQ concepts and best practices to real-world business scenarios.

To earn the Salesforce Certified CPQ Specialist certification, candidates must demonstrate their knowledge and skills in areas such as product and pricing management, quoting and proposal management, and order management. They must also have a solid understanding of Salesforce CPQ configuration and customization, including its integration with other Salesforce products such as Sales Cloud and Service Cloud. As the demand for Salesforce CPQ specialists continues to grow, earning this certification can open up new career opportunities and help professionals stand out in a competitive job market.

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Sample CPQ-Specialist Questions Answers, CPQ-Specialist Exam Quick Prep

Perhaps you do not understand. Anyway, what I want to tell you that our CPQ-Specialist exam questions can really help you pass the exam faster. Imagine how much chance you will get on your career path after obtaining an internationally certified CPQ-Specialist certificate! You will get a better job or get a big rise on the position as well as the salary. And we can claim that if you study with our CPQ-Specialist study materials for 20 to 30 hours, you will pass the exam with ease.

Salesforce CPQ-Specialist Certification is a valuable credential for professionals in sales, marketing, and customer service. It validates your skills in configuring and managing Salesforce CPQ solutions, which can help you to increase your productivity and efficiency in your job. Additionally, the certification demonstrates your commitment to your profession and your willingness to invest in your own development.

Salesforce Certified CPQ Specialist Sample Questions (Q103-Q108):

NEW QUESTION # 103

An Admin at Universal Containers has hidden the prices of Products on the Configure Products page. How should the Admin make the prices visible again?

- A. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
- B. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- C. Go to the Product Option record and check if the Price Editable field is False.
- **D. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.**

Answer: D

Explanation:

Issue:

* Prices are hidden on the Configure Products page due to restricted field visibility.

Solution:

* Adjust the Field-Level Security settings for the Unit Price field on the Product Option object to ensure visibility.

Why Other Options Are Incorrect:

* B: The Option Configuration Field Set affects configuration but does not control visibility.

* C & D: Default Pricing Table and Price Editable settings do not impact visibility on the Configure Products page.

Salesforce CPQ Reference:

* Managing field visibility is outlined in CPQ Field-Level Security documentation .

NEW QUESTION # 104

The Require Approved Quote package-level setting prevents CPQ from generating records for which object?

- A. Contract
- B. Quote Document
- **C. Order**
- D. Contracted Price

Answer: C

NEW QUESTION # 105

Universal Containers has the following Discount Schedule attached to product L.

Product L is a Product Option for two bundles, A and B.

A user at Universal Containers has added both bundles to a Quote. In Bundle A, Product L has a Quantity of 7. In Bundle B, Product L has a Quantity of 8. On this Quote, however, both Product Options are being discounted using the second tier in the table above. Which two actions allow both Product Options to be discounted using the first tier?

- **A. Set the Aggregation Scope field on the Discount Schedule to None, as well as uncheck Cross Products.**
- B. Change the Product Option Type for Product L to Related Product in both Bundles.
- **C. Move Discount Schedule X from Product L to the corresponding Product Option records in each Bundle.**
- D. Apply a separate discount schedule to the Product Option records in each Bundle.

Answer: A,C

NEW QUESTION # 106

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the "Failed to Load PDF" error message appears when the output document is generated. Which steps should the Admin perform to diagnose the Error?

- Answer: D**

Answer: C

- [illegible]

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