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Salesforce CPQ-Specialist Certification Exam is suitable for professionals from various backgrounds, such as business analysts, sales operations, and solution architects. Salesforce Certified CPQ Specialist certification serves as a benchmark for the candidate's abilities to implement a functional and effective CPQ solution for their organization. Moreover, this certification provides a competitive edge in the job market and opens up opportunities for higher-paying jobs and career growth.

## Salesforce Certified CPQ Specialist Sample Questions (Q81-Q86):

### NEW QUESTION # 81

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- A. Update the Custom Action Location to left.
- B. Set a lower value in the Display Order field in the Custom Action record.
- **C. Move the Clone and Delete actions into the Quote Line Editor drawers.**
- D. Change the Actions Column Placement in package settings to Left.

**Answer: C**

Explanation:

Issue:

\* Sales reps experience excessive horizontal scrolling to access the Clone and Delete actions in the Quote Line Editor.

Solution:

\* Quote Line Editor Drawers provide a compact and user-friendly way to access actions without excessive scrolling.

Steps to Configure:

\* Navigate to Setup > Custom Actions.

\* Configure the Clone and Delete actions to appear in the Quote Line Editor drawers.

Validation:

\* Open the Quote Line Editor and confirm that the actions are accessible without horizontal scrolling.

### NEW QUESTION # 82

A subscription product that was newly created fails to display in the Product Selection screen when users search for it. What are three possible reasons for this behavior?

Choose 3 answers

- **A. The Active checkbox is FALSE on the Product record.**
- **B. The Product is missing a Pricebook Entry for the Quote's Pricebook,**
- **C. The Component checkbox is TRUE on the Product record.**
- D. The Optional checkbox is TRUE on the Product record.
- E. The Product is missing a related Cost record.

**Answer: A,B,C**

Explanation:

Scenario:

\* A subscription product does not appear in the Product Selection screen during search.

Possible Causes:

\* A: The Active checkbox must be TRUE for the product to appear.

\* D: The product requires a Pricebook Entry in the corresponding Quote's Pricebook.

\* E: If the Component checkbox is TRUE, the product is treated as a bundle component, not standalone, and will not appear in search results.

Why Other Options Are Incorrect:

\* B: Cost records are unrelated to product visibility.

\* C: The Optional checkbox determines bundling behavior, not search visibility.

Salesforce CPQ Reference:

\* Product visibility settings are detailed in CPQ Product Selection Configuration .

### NEW QUESTION # 83

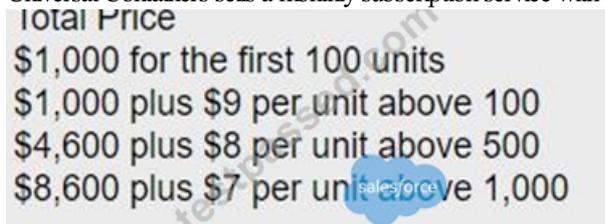
Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.  
Which Subscription field values should the admin set to meet this requirement?

- A. \* Subscription Term: 1  
\* Subscription Type: Evergreen  
\* Subscription Pricing: Percent of Total
- B. \* Subscription Term: 12  
\* Subscription Type: Evergreen  
\* Subscription Pricing: Fixed Price
- C. \* Subscription Term: 12  
\* Subscription Type: One-Time  
\* Subscription Pricing: Fixed Price
- D. \* Subscription Term: 1  
\* Subscription Type: One-Time  
\* Subscription Pricing: Percent of Total

**Answer: C**

### NEW QUESTION # 84

Universal Containers sells a monthly subscription service with bared pricing:



Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which pricing method should the Admin Select for this service?

- A. List
- B. Tiered
- C. Segmented
- D. Block

**Answer: D**

### NEW QUESTION # 85

The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- A. Change the value of a field in the Calculating Fields Field Set.
- B. Add the Calculate button to the quote layout.
- C. Create a new Lightning button to trigger recalculation.
- D. Create a Flow to trigger recalculation upon record save.

**Answer: A,B**

### NEW QUESTION # 86

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