

CPQ-Specialist Reliable Test Objectives | Reliable CPQ-Specialist Exam Papers

PICQS
Philippine Institute of Certified
Quantity Surveyors

PICQS GLOBAL CPD NO. 01

The PICQS Journey to Become a Certified QS Membership & Training Program

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Date: January 24, 2026
03:00 PM (PH Time)

Fee: Free for All
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Credits: 2.5 CPD Hours for PICQS
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Our CPQ-Specialist study materials are compiled and tested by our expert. CPQ-Specialist try hard to makes CPQ-Specialist exam preparation easy with its several quality features. We send learning information in the form of questions and answers, and our CPQ-Specialist study materials are highly relevant to what you need to pass CPQ-Specialist certification exam. Our free demo will show you the actual CPQ-Specialist Certification Exam. You can learn about real exams in advance by studying our CPQ-Specialist study materials and improve your confidence in the exam so that you can pass CPQ-Specialist exams with ease. This is also the reason that has been popular by the majority of candidates.

Salesforce CPQ-Specialist Exam is designed to test a candidate's knowledge and skills in areas such as product configuration, pricing, quoting, and the Salesforce CPQ platform. This includes understanding the different features and functionalities of the CPQ platform, as well as being able to configure and customize the platform to meet specific business needs. Candidates are also expected to have a strong understanding of sales processes and pricing strategies, as well as the ability to effectively communicate with customers and stakeholders.

Salesforce CPQ-Specialist certification exam is an excellent opportunity for individuals looking to advance their careers in Salesforce CPQ. It demonstrates an individual's expertise in Salesforce CPQ and provides them with the necessary skills and knowledge to implement solutions that meet the unique needs of their organization.

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.

>> CPQ-Specialist Reliable Test Objectives <<

Top CPQ-Specialist Reliable Test Objectives 100% Pass | High Pass-Rate CPQ-Specialist: Salesforce Certified CPQ Specialist 100% Pass

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Salesforce Certified CPQ Specialist Sample Questions (Q17-Q22):

NEW QUESTION # 17

Universal Containers has a new product that they wish to include in one of their bundles. When a User is configuring the bundle, however, the product does not show up. No Product Rules have been configured in this Org. What is a plausible explanation for why this Product is not present?

- A. The "Quote Line Visibility" field is set to "Never."
- B. The Product's "Hidden" field is set to True.
- C. The Price Book Entry for this Product is zero
- D. No Price Book Entry is in this Quote's currency.

Answer: A

NEW QUESTION # 18

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

- A. \$470.00
- B. \$450.00
- C. \$500.00
- D. \$480.00

Answer: A

Explanation:

* Scenario Breakdown:

* List Price = \$100

* Quantity = 5

* Discount Schedule Type = Slab

* Discount Unit = Percent

* Slab Discount Mechanism:

- * In a Slab Discount Schedule, the discount applies to the units within each tier individually, not cumulatively.
- * If the quantity is within the first slab, no discount applies unless specified for that slab.
- * Calculation:
- * Assuming the Discount Schedule for the first slab (1-5) has a 6% discount:
- * Regular Unit Price = List Price \times (1 - Discount Percent)
- * Regular Unit Price = $\$100 \times (1 - 0.06) = \94 per unit.
- * For 5 units: Total Price = $\$94 \times 5 = \470 .
- * Validation: This approach aligns with Salesforce CPQ Discount Schedule functionality for Slab Type Discount.

NEW QUESTION # 19

Universal Containers has three different range discount schedules. All three have a reference to product A through the objects shown below.

Product A is an option in a bundle and has a list price of \$100.

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- A. \$1, 350,00
- B. \$1, 275,00
- C. \$1, 125,00
- D. \$1, 320,00

Answer: D

NEW QUESTION # 20

Universal Containers has these conditions, that when met, an additional discount of 15% will be automatically added to the overall quote.

1. Revenue Account on the quote object is set as "Interest Revenue".
2. Product A has been added to the quote line.
3. User Count on the account is greater than 25.

According to the business requirements, either the Revenue Account is set to "Interest Revenue" or both Product A needs to exist on the quote line and the User Count needs to be greater than 25 in order for the additional discount to be applied. How can the CPQ Admin set this up in advanced conditions on a price rule to reflect this requirement?

- A. (1 AND 2) OR 3
- B. 1 OR (2 AND 3)
- C. (1 AND 3) OR 2
- D. 1 AND 2 OR 3

Answer: B

NEW QUESTION # 21

A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change. How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- B. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.
- C. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- D. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.

Answer: B

NEW QUESTION # 22

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