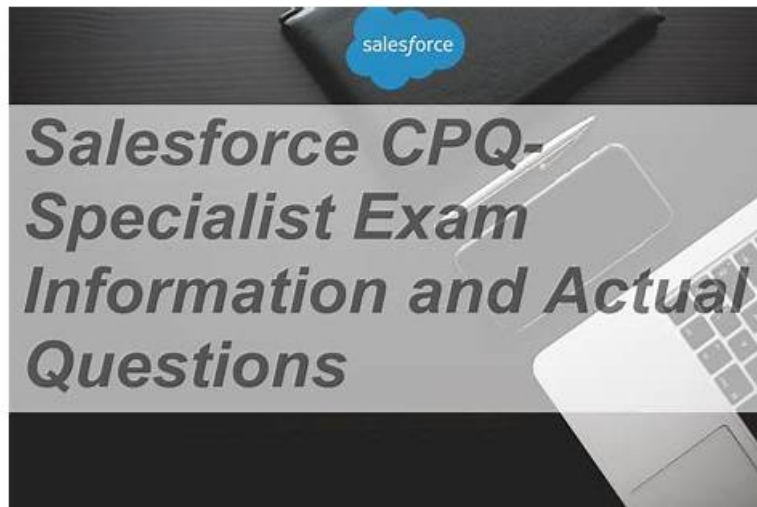


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Salesforce CPQ-Specialist Certification Exam is ideal for sales operations professionals, sales managers, sales representatives, and anyone who works with CPQ solutions in a Salesforce environment. Salesforce Certified CPQ Specialist certification can help individuals stand out from other professionals in the industry and demonstrate their commitment to their profession.

To prepare for the Salesforce CPQ-Specialist certification exam, candidates should have experience in configuring and implementing Salesforce CPQ solutions. They should also have a working knowledge of Salesforce CPQ best practices and be familiar with the tools and features of Salesforce CPQ. Candidates can also take advantage of the many resources available online, including study guides, practice exams, and training courses.

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## Salesforce Certified CPQ Specialist Sample Questions (Q214-Q219):

#### NEW QUESTION # 214

What is the correct order of data import to load Products and Product bundles in CPQ?

- A. Product Features, Product, Product Options, Configuration Attributes, Option Constraints
- B. Product, Product Action, Product Rules, Error Conditions, Configuration Rules
- **C. Product, Product Features, Product Options, Option Constraints, Configuration Attributes**
- D. Product Option, Product Feature, Product, Option Constraints, Configuration Attributes

**Answer: C**

Explanation:

In Salesforce CPQ, importing data for products and bundles requires a specific order to ensure referential integrity, as certain objects depend on others being present. The correct sequence starts with the Product (the parent record), followed by Product Features (defining sections or categories within the bundle), Product Options (specific selectable items under features), Option Constraints (rules governing option selections), and finally Configuration Attributes (additional settings for dynamic configuration). Option A reflects this hierarchical dependency accurately. Option B includes unrelated objects like Product Action and Error Conditions, which pertain to rules rather than bundle structure. Option C starts with Product Option before Product, which violates dependency rules since options require a parent product. Option D begins with Product Features before Product, which is incorrect as features need a product to associate with. Salesforce CPQ documentation emphasizes this order for successful data imports. References: Salesforce CPQ Documentation - "Importing Product Data" and "Bundle Configuration Setup".

#### NEW QUESTION # 215

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

- A. Optional products from the original Quote will pull into the renewal.
- B. The renewal Quote start date will be the Contract end date plus one day.
- C. All Quote Line items will be pulled through from the original Quote.
- **D. Additional discounts from the original Quote will automatically populate on the renewal.**

**Answer: D**

#### NEW QUESTION # 216

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

**Answer: C**

#### NEW QUESTION # 217

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

- **A. None**
- **B. Required**
- **C. Allowed**
- D. Configurable
- E. Disabled

**Answer: A,B,C**

Explanation:

Requirement:

\* Allow users to choose options and define quantities during bundle configuration.

Configuration Types:

\* None (A): Users can freely choose options and set quantities.

\* Allowed (C): Users can choose options and optionally set quantities.

\* Required (E): Users must configure the options and define quantities.

Why Other Options Are Incorrect:

\* B: Configurable is not a valid value for the Configuration Type field.

\* D: Disabled prevents any configuration, which contradicts the requirement.

Salesforce CPQ Reference:

\* Configuration Types are documented under Bundle Configuration Guidelines .

### NEW QUESTION # 218

Which two objects could a discount schedule be applied and take precedence over the discount schedule identified in a product feature?

Choose 2 answers

- A. Segmented Product
- B. Product
- C. Contracted Price
- D. Product Option

**Answer: C,D**

### NEW QUESTION # 219

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