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In the Salesforce CPQ-Specialist certification exam, the candidate is tested on their ability to understand key concepts and functionality of the Salesforce CPQ platform. CPQ-Specialist exam is a 90-minute multiple-choice test that consists of 60 questions. The questions are designed to test the candidate's knowledge and understanding of the core concepts of CPQ and their ability to apply this knowledge to real-world scenarios. CPQ-Specialist exam is taken online via the Salesforce certification platform, and the candidate must score 68% or higher to pass.

Salesforce is one of the most popular CRM software providers in the market today. The platform offers a wide range of solutions for businesses to manage their sales, marketing, and customer service operations. One of the key solutions offered by Salesforce is the Configure, Price, Quote (CPQ) software. This software helps businesses to streamline their sales quoting process, making it easier for sales reps to generate accurate quotes quickly. To help businesses identify individuals who are proficient in using the Salesforce CPQ software, Salesforce offers a certification program called the Salesforce CPQ-Specialist Certification Exam.

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The PDF format is designed to use on laptops, tablets, and smartphones. It is an ideal format to prepare for the Salesforce Certified CPQ Specialist (CPQ-Specialist) certification exam anywhere anytime. The customers can even store the CPQ-Specialist Practice Test material in the form of printed notes because the PDF file is printable.

### For more info read reference:

CPQ Official Certification Site

## Salesforce Certified CPQ Specialist Sample Questions (Q66-Q71):

### NEW QUESTION # 66

How should the Admin ensure Universal Containers' users can generate output documents in Microsoft Word format?

- A. Create a second Quote Template in Microsoft Word format.
- B. Set the Allow output Format Change checkbox on each user in user Settings.

- C. Create duplicate Template Sections in Microsoft Word format.
- D. Set the Allow output Format Change checkbox on the Quote Template.

**Answer: B**

#### NEW QUESTION # 67

Universal Containers (UC) wants to use an Option Constraint in a bundle that requires a user to sell Product Option X before they can sell Product Option Y.

Sales has indicated that this would be too restrictive, and they want to be able to select Product Option Y as long as Product Option X is an existing asset on the account. UC has approved this change. What should the Admin do to address this change?

- A. Look up the account with the assets on the "Account" field.
- B. List accounts with assets in the "Option Constraint Group" field.
- C. Mark the "Check Prior Purchases" checkbox as TRUE.
- D. Use a Product Rule instead of an Option Constraint.

**Answer: C**

#### NEW QUESTION # 68

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. Management has asked the Admin to streamline the Quote Line Editor so calculations occur automatically after each change is made.

What Managed Package setting should the Admin enable to meet this requirement?

- A. Use Inactive Prices
- B. Use Legacy Calculator
- C. Enable Quick Calculate
- D. Calculate Immediately

**Answer: D**

#### NEW QUESTION # 69

"UC has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with:

\* A List Price of Included.nM

\* A Net Price of SO, since it is included with the bundle's price.

How should the Admin set up the bundle to meet this requirement?

- A. Select the Selected checkbox on the Product Options.
- B. Select the Required checkbox on the Product Options.
- C. Select the Bundled checkbox on the Product Options.
- D. Set the Unit Price on the Product Options to be \$0."

**Answer: C**

#### NEW QUESTION # 70

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

**Answer: A,B,E**

## NEW QUESTION # 71

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