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Salesforce CPQ-Specialist certification exam covers a range of topics related to Salesforce CPQ, including product configuration, pricing, quoting, and contract management. CPQ-Specialist Exam also covers various CPQ features and functionalities, such as product rules, pricing rules, quote templates, and approval processes. Salesforce Certified CPQ Specialist certification exam is ideal for professionals who work as CPQ administrators, business analysts, consultants, or developers, and have experience working with Salesforce CPQ solutions.

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Salesforce CPQ-Specialist is an esteemed certification which validates the candidate's expertise in configuring, pricing, and quoting solutions using the Salesforce CPQ platform. Salesforce Certified CPQ Specialist certification is designed to cater to professionals who have been working with Salesforce CPQ for a while and want to advance their careers in the Salesforce ecosystem. The

Salesforce Certified CPQ Specialist exam is a comprehensive test that covers all aspects of CPQ, including product and pricing rules, discount schedules, quote templates, and more.

Salesforce Certified CPQ Specialist Sample Questions (Q97-Q102):

NEW QUESTION # 97

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.
Which behavior can the admin expect in this scenario?

- A. The value from the record that was created most recently is applied to the Target Field.
- B. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- C. The Target Field maintains its original value and an error message appears in the Quote Line Editor.
- D. The value from the first record sorted alphabetically by Name is applied to the Target Field.

Answer: A

NEW QUESTION # 98

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.
How is the approval order determined?

- A. The Approval Chains are completed in the order displayed on screen.
- B. The Approval Chains start at the same time and are completed independent of other chains.
- C. The Approval Chain with the lowest Approval Step is completed first.
- D. The Approval Chain with the lowest Final Approval Step value is completed first.

Answer: D

NEW QUESTION # 99

Which is not a pro-rate precision option (in the Package Settings)?

- A. Month + Week
- B. Day
- C. Month + Day
- D. Month

Answer: A

NEW QUESTION # 100

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.
How should the admin meet this requirement?

- A. Set the Product's Default Pricing Table to Standard.
- B. Create a Quote formula field named StartSegmented__c that returns 0.
- C. Set the Display Order of the Desegment Line action to 1,
- D. Set the Price Dimension's Type to One-Time.

Answer: D

NEW QUESTION # 101

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page.
Which updates should the Admin male to meet this requirement

- A. Update option layout on the parent Product record to Section

- B. Create feature to the parent product and assign all Option to one of the created features.
- C. Update Option Layout on the parent Product record to Wizard.
- D. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic

Answer: A

NEW QUESTION # 102

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