

CPQ-Specialist Deutsch Prüfung, CPQ-Specialist Prüfungsfrage



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Die Salesforce CPQ-Specialist (Salesforce Certified CPQ Specialist) Prüfung ist eine wesentliche Zertifizierung für Salesforce-Profis, die sich auf CPQ spezialisiert haben. Die Prüfung testet Kandidaten auf ihr Wissen über CPQ-Funktionalität, Produktkonfiguration, Preisgestaltung und Rabattierung, Angebotserstellung und Bestellungen sowie Integration mit anderen Salesforce-Produkten. Durch das Bestehen der Prüfung können Kandidaten ihre Jobchancen erhöhen, ihre Expertise in Salesforce CPQ-Lösungen demonstrieren und Anerkennung für ihre Fähigkeiten und Kenntnisse erhalten.

>> CPQ-Specialist Deutsch Prüfung <<

CPQ-Specialist Bestehen Sie Salesforce Certified CPQ Specialist! - mit höhere Effizienz und weniger Mühen

Machen Sie noch Sorge um die schweren Salesforce CPQ-Specialist Zertifizierungsprüfungen? Seien Sie nicht mehr besorgt! Unser EchteFrage bietet Ihnen die Testfragen und Antworten von Salesforce CPQ-Specialist Zertifizierungsprüfung, die von den IT-Experten durch Experimente und Praxis erhalten werden und über IT-Zertifizierungserfahrungen über 10 Jahre verfügt. Die Testaufgaben und Antworten von Salesforce CPQ-Specialist Zertifizierungsprüfung aus EchteFrage sind zur Zeit das gründlichste, das genaueste und das neueste Produkt auf dem Markt.

Um ein zertifizierter Salesforce-CPQ-Spezialist zu werden, müssen die Kandidaten die CPQ-Spezialistik bestehen, die aus 60 Fragen der Multiple-Choice-Fragen besteht. Die Prüfungsdauer beträgt 105 Minuten und die Übergabe von 65%. Die Prüfungsgebühr beträgt 200 USD und die Zertifizierung ist zwei Jahre lang gültig. Diese Zertifizierung ist ideal für Salesforce - Administratoren, Geschäftsanalysten, Lösungsarchitekten und Berater, die an CPQ -Lösungsdesign, Implementierung und Bereitstellung beteiligt sind. Es kann auch Vertriebs- und Marketingfachleuten zugute kommen, die den CPQ -Prozess verstehen und ihre Verkaufseffektivität verbessern möchten.

Salesforce Certified CPQ Specialist CPQ-Specialist Prüfungsfragen mit Lösungen (Q125-Q130):

125. Frage

Universal Containers (UC) has products that will only be utilized as Product Options inside five different bundle products. When a

user adds products to the Quote Line Editor, UC wants:

* Bundle products to show in the Product Selection page.

* Products that are Product Options of the bundles to be excluded from the Product Selection page.

How should the admin set up the bundle?

- A. Select the Component checkbox on any Product that is a Product Option for the bundles.
- B. Select the bundle on each Product option and mark the Product inactive
- C. Select the Selectbox on each product option and mark the Product inactive.
- D. Select the Hidden for any Product that is a Product Option for the bundles.

Antwort: A

Begründung:

Requirement:

* Bundle products should show on the Product Selection page, but their Product Options should not.

Solution:

* Setting the Component checkbox to TRUE for Product Options ensures they are excluded from the Product Selection page and only appear within their bundles.

Why Other Options Are Incorrect:

* B: The Hidden field does not dynamically manage visibility for Product Options.

* C & D: Marking products inactive makes them completely unavailable, which is not the requirement.

Salesforce CPQ Reference:

* The Component checkbox's functionality is explained in Product Configuration .

126. Frage

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book.

When the Product is selected under a bundle, the price be included as part of the bundle.

How should the Admin meet this requirement?

- A. -- Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.
-- Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.
-- On both Product Option records, set the Required field to True.
- B. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.
-- On the Product Option, set the Selected field to True.
- C. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.
-- On the Product Option, set the System field to True.
- D. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.
-- On the Product Option, set the Bundle field to True.

Antwort: D

127. Frage

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A. -- One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.
-- One Price Action to inject the value 10 into the Quantity field
-- One Price Action to inject the value 50 into the List Unit Price field
- B. -- One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
-- One Price Action to inject the value 10 into the Quantity field
-- One Price Action to inject the value 50 into the List Unit Price field
- C. -- One Price Condition verifying that the SBQQ_ProductName_c field on the Product Option object is equal to "Product A"
-- One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
-- One Price Action to inject the value 50 into the List Unit Price field

- D. -- One Price Condition using a Summary Variable counting Product A to verify that Product A is selected
- One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
- One Price Action to inject the value 50 into the List Unit Price field

Antwort: C

128. Frage

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions.

Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A. Use Product rules to hide Products from some sales reps.
- B. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- C. Create a single Price Book with all Products. Share the Price Book with all users.
- D. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

Antwort: A,B

Begründung:

Requirement Overview:

* Universal Containers wants to restrict sales reps to accessing only region-specific Products while allowing managers to access all Products.

Solution:

* C. Price Books per Region: Create a separate Price Book for each region, associating only the relevant Products. Share each Price Book with the respective sales reps.

* D. Product Rules: Use Product Rules to hide Products from sales reps outside their assigned regions.

Steps to Configure:

* Price Book Setup:

* Navigate to Price Books.

* Create a Price Book for each region and associate the specific Products.

* Use Sharing Rules to share the Price Books with the appropriate sales reps.

* Product Rule Setup:

* Create a Product Rule with a Condition to hide Products based on the user's region.

Validation:

* Test by logging in as a sales rep and verifying that they can only see Products for their assigned region.

129. Frage

Subscription Product A has a Subscription Term of 6, a List Price of \$100, and a Ranged Discount Schedule. A user has added this Product a Quote with a Term of 12.

A u The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Price in this scenario?

- A. Regular Price of \$75
- B. Regular Price of \$100
- C. Regular Price of \$200
- D. Regular Price of \$150

Antwort: A

130. Frage

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