

High Pass-Rate Salesforce - CPQ-Specialist - Test Salesforce Certified CPQ Specialist Cram



2026 Latest ActualtestPDF CPQ-Specialist PDF Dumps and CPQ-Specialist Exam Engine Free Share:
https://drive.google.com/open?id=193dDH4OyyjaczsL33ejRhKZhY_eECii-

One of our outstanding advantages is our high passing rate, which has reached 99%, and much higher than the average pass rate among our peers. Our high passing rate explains why we are the top CPQ-Specialist prep guide in our industry. One point does farm work one point harvest, depending on strength speech! The source of our confidence is our wonderful CPQ-Specialist Exam Questions. Passing the exam won't be a problem as long as you keep practice with our CPQ-Specialist study materials about 20 to 30 hours.

To prepare for the CPQ-Specialist certification exam, candidates can take advantage of a variety of resources provided by Salesforce. The Salesforce CPQ-Specialist certification study guide outlines the topics covered in the exam and provides links to relevant Trailhead modules and documentation. Additionally, Salesforce offers a CPQ-Specialist certification preparation course, which covers topics such as product configuration, pricing and discounting, and quoting. Successful completion of the Salesforce CPQ-Specialist certification exam demonstrates to employers and clients that an individual has the skills and knowledge necessary to implement and manage Salesforce CPQ solutions.

To prepare for the Salesforce CPQ-Specialist Certification Exam, individuals can take online courses, attend training sessions, and read documentation provided by Salesforce. Salesforce also provides study materials, such as study guides, practice exams, and flashcards, to help individuals prepare for the exam. It is recommended that individuals have at least six months of experience working with Salesforce CPQ before taking the exam.

>> Test CPQ-Specialist Cram <<

CPQ-Specialist Training Materials, CPQ-Specialist Test Discount

Three versions for CPQ-Specialist exam cram are available. CPQ-Specialist PDF version is printable and you can learn them anytime. CPQ-Specialist Online test engine is convenient and easy to learn, and supports all web browsers and if you want to practice offline, you can also realize by this. In addition, CPQ-Specialist Online soft test engine have testing history and performance review, you can have a general review of what you have learned before start practicing. We offer you free update for one year for CPQ-Specialist training materials, and the update version will be sent to your email automatically.

Who should take the Salesforce Certified CPQ Specialist

Typical job roles of a Salesforce Certified CPQ Specialist candidate may include:

- Sales Ops
- IT
- Implementation Consultant
- Technical Architect

Salesforce Certified CPQ Specialist Sample Questions (Q160-Q165):

NEW QUESTION # 160

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

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

Answer: A

NEW QUESTION # 161

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line. What is the cause of this behavior?

- A. The org is using legacy amendment and renewal service.
- B. A Product Rule is preventing the Additional Discount from being edited.
- C. Additional Discount is a locked field on amendment Quotes.
- D. The Non Discountable field is marked True on the Product record for the Quote Line.

Answer: C

Explanation:

Scenario Overview:

* The Additional Discount field cannot be edited during amendments by design in Salesforce CPQ.

Explanation:

* Salesforce CPQ locks certain fields on amendment Quotes to preserve the original pricing structure and prevent inconsistencies.

Validation:

* This behavior is standard and cannot be overridden without customizations.

<https://help.salesforce.com/s/articleView?id=000382118&type=1>

NEW QUESTION # 162

Universal Containers wants to prevent a User from putting in a discretionary discount at or above 40 percent on any quote Line. How should the Admin implement this restriction?

- A. An Alter Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.
- B. A Validation Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.
- C. An Alert Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.
- D. A Validation Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.

Answer: D

NEW QUESTION # 163

Universal Containers (UC) sells Product A for an initial, fixed price without the need for renewal behavior. UC must be able to track an individual serial number on the Asset record for each Product A sold. Which Product field value should the admin set up to handle this use case?

- A. Asset Conversion: One Per Unit
- B. Subscription Type: One-Time
- C. Subscription Price: List Price
- D. Asset Conversion: One Per Line

Answer: A

Explanation:

Requirement:

* Track individual serial numbers for each unit of Product A sold.

Solution Details:

* Asset Conversion Field determines how assets are created from Quote Lines.

* Setting Asset Conversion to One Per Unit creates one Asset record for each unit sold, allowing tracking of individual serial numbers.

Implementation:

* Navigate to the Product Record for Product A.

* Set Asset Conversion to One Per Unit.

Justification:

* This setup aligns with Salesforce CPQ's approach for granular tracking of Assets associated with product sales.

NEW QUESTION # 164

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

- A. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- B. Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.
- C. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.
- D. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.

Answer: B

Explanation:

Requirement:

* Organize quoted products by project milestones and generate a separate Order for each Quote Line Group.

Solution:

* Use Salesforce automation to set the Order by Quote Line Group field on the Quote. This ensures the system generates separate Orders based on the grouping in the Quote Line Editor.

Why Other Options Are Incorrect:

- * B: Relying on notes is manual and error-prone, lacking automation for generating separate Orders.
- * C: Validation Rules prevent specific actions but do not help organize Orders by Quote Line Group.
- * D: Custom picklist fields are unnecessary when Order by Quote Line Group exists as a standard feature.

Salesforce CPQ Reference:

* The Order by Quote Line Group feature is outlined in Order Management Configuration .

NEW QUESTION # 165

.....

CPQ Specialist Training Materials: <https://www.actualtestpdf.com/Salesforce/CPQ-Specialist-practice-exam-dumps.html>

- Quiz High Hit-Rate Salesforce - CPQ-Specialist - Test Salesforce Certified CPQ Specialist Cram □ Download 『 CPQ-Specialist 』 for free by simply entering [www.examcollectionpass.com] website □ Exam CPQ-Specialist Quizzes

P.S. Free & New CPQ-Specialist dumps are available on Google Drive shared by ActualtestPDF: https://drive.google.com/open?id=193dDH4OyyjaczsL33ejRhKZhY_eECii-