

# 100% Pass Quiz 2026 Authoritative Salesforce CPQ-Specialist: New Salesforce Certified CPQ Specialist Real Test



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Salesforce CPQ-Specialist Exam is a challenging certification exam that covers a wide range of topics related to Salesforce CPQ. CPQ-Specialist exam is designed to test a professional's ability to configure and manage Salesforce CPQ applications, including product bundles, pricing, and quote creation. CPQ-Specialist exam also evaluates a professional's proficiency in working with Salesforce CPQ rules, workflows, and approvals. Additionally, the exam covers essential topics such as product catalog management, pricing strategies, and quote templates. Passing CPQ-Specialist exam demonstrates a professional's expertise in Salesforce CPQ and can help them advance their career in this field.

Salesforce CPQ Specialist certification is designed for individuals who have a good understanding of Salesforce Sales Cloud, and are experienced in configuring and pricing products and services. Salesforce Certified CPQ Specialist certification is ideal for sales professionals, sales operations managers, and Salesforce administrators who are responsible for managing the sales cycle from lead generation to closed deals. Salesforce CPQ provides a powerful platform for sales teams to manage complex product configurations, pricing, and quoting, and enables sales reps to deliver accurate quotes quickly and efficiently. Earning the Salesforce CPQ Specialist certification can help professionals demonstrate their expertise in using Salesforce CPQ, and can be a valuable addition to their resume.

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## Salesforce Certified CPQ Specialist Sample Questions (Q74-Q79):

### NEW QUESTION # 74

Universal Containers wants to show a custom text field with the API name Additional\_Text\_\_c on the Quote Document. This field already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. `{!quote__r.Additional_Text__c}`
- B. `{!SBQQ__Quote__r.Additional_Text__c}`
- C. `{!SBQQ__Quote__c.Additional_Text__c}`
- D. `{!quote.Additional_Text__c}`

**Answer: D**

#### NEW QUESTION # 75

Universal Containers uses over 45,000 different container Product records with CPQ. When a sales rep views the Add Product page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ Specialist enable this functionality from the salesforce CPQ managed package configuration settings?

- A. Add the Product Family field to the Search Results Field Set on the Product Object.
- B. Select Product Family in the Product Search Plugin field in Plugins.
- C. Check the Solution Groups Enabled Checkbox, set Object to Quote Line and set Name Field to Product Family.
- D. Select Product Family in the Product Results Group Field Name field in Additional Settings

**Answer: B**

#### NEW QUESTION # 76

The Admin has set up a yearly price dimension on Product Z.

The User has added Product Z to a quote with a 30-month subscription term and sees that Year 3 is the partial segment, but the customer requires Year 3 to be a full year. What steps should the Admin take to enable the User to choose which year represents the partial segment?

- A. Place the "First Segment Term End Date" field into the Line Editor field set on the Quote object.
- B. Place the "Subscription Term" field into the Segmented Line Editor field set on the Quote Line object.
- C. Place the "Start Date" and "End Date" fields into the Segmented Line Editor field set on the Quote Line object.
- D. Place the "Partial Segment" field into the Segmented Line Editor field set on the Quote Line object.

**Answer: A**

#### NEW QUESTION # 77

A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.

What are two reasons that could explain this behavior?

Choose 2 answers

- A. The Exclude from Opportunity checkbox on the Product has been set to TRUE.
- B. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.
- C. The Price Book Entry of the Product has been set to Inactive.
- D. Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0.

**Answer: A,D**

Explanation:

Issue Context:

\* Not all Quote Lines are generating Opportunity Product records during the Amendment process.

Possible Causes:

\* A. Net Total = 0:

\* Salesforce CPQ does not create Opportunity Products for Quote Lines with a Net Total of zero.

\* D. Exclude from Opportunity:

\* If the Product has the Exclude from Opportunity checkbox set to TRUE, it prevents Opportunity Product creation.

Steps to Investigate:

\* Verify the Net Total of the Quote Lines.

\* Check the Product configuration for the Exclude from Opportunity setting.

Validation:

\* Update the relevant fields and test the Amendment process to ensure all eligible Quote Lines generate Opportunity Products.

### NEW QUESTION # 78

Universal Containers has a fixed bundle with selected Product Options. After selecting the bundle, the user should bypass the configuration process.

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

- A. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add.
- **B. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.**
- C. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Always.
- D. Set the bundle product record fields Configuration Type to Required and Configuration Event to Always.

**Answer: B**

Explanation:

Explanation/Reference: [https://help.salesforce.com/articleView?id=cpq\\_bundle\\_config\\_fields.htm&type=5](https://help.salesforce.com/articleView?id=cpq_bundle_config_fields.htm&type=5)

### NEW QUESTION # 79

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