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To earn the Salesforce CPQ-Specialist Certification, you must have a strong understanding of Salesforce basics, such as sales, service, and collaboration clouds. You should also have hands-on experience working with Salesforce CPQ components and functions, including product and price book management, discount schedules, pricing methods, quote calculations, and proposals. Additionally, you need to have a good understanding of Salesforce customization tools, such as Lightning App Builder, Visualforce, and Apex.

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Salesforce CPQ-Specialist (Salesforce Certified CPQ Specialist) Exam is an assessment designed to evaluate a professional's knowledge and skills related to configuring and managing Salesforce CPQ (Configure-Price-Quote) applications. CPQ-Specialist exam is intended for professionals who specialize in designing and implementing Salesforce CPQ solutions for businesses of all sizes. Salesforce Certified CPQ Specialist certification exam is administered by Salesforce, which is a leading cloud-based CRM (Customer Relationship Management) software company. CPQ-Specialist Exam aims to validate a professional's expertise in Salesforce CPQ and offers a credential that demonstrates their proficiency in this area.

Salesforce Certified CPQ Specialist Sample Questions (Q11-Q16):

NEW QUESTION # 11
At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.
Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- A. Set up a Lookup Price Rule referencing a custom object.
- B. Set the Configuration Attribute with Apply to Product Options to True.

- C. Create a Feature level Configuration Attribute.
- D. Create a bundle level Configuration Attribute.

Answer: C,D

NEW QUESTION # 12

The Admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.
The Admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.
Which Summary Variable and Price Condition are needed to apply this Price Rule to Quotes Lines for Product A, the item the customer purchased previously?

- A. Create a Summary Variable summing the quantity of the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.
- B. Create a Summary Variable summing the quantity of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- C. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.
- D. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.

Answer: D

NEW QUESTION # 13

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes. Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.
What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Product Options.
- B. Product Features.
- C. Configuration Attributes.
- D. Option constraints.

Answer: C

NEW QUESTION # 14

Universal Containers Sells a monthly subscription service with tiered pricing:

Total Price
$1,000 for the first 00 units
$1,000 plus $0.. unit above 100
$4,600 ...8 per unit above 500
...6.. plus $7 per unit above 1,000

Which two pricing configurations meet these requirements?
Choose two answers

- A. Block pricing with range Discount Schedule
- B. List pricing with slab Discount Schedule
- C. Block pricing with slab Discount Schedule
- D. List pricing with lookup price Rule
- E. Block pricing with overage

Answer: C,E

NEW QUESTION # 15

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

Answer: A

Explanation:
* Requirement:
* Implement a price change for Product A when its quantity exceeds 10.
* Solution:
* Price Conditions:
* Verify that the product is Product A.
* Check that the quantity of Product A exceeds 10 using a Summary Variable.
* Price Action:
* Inject the value $50 into the Unit Price field for Product A.
* Why Other Options Are Incorrect:
* B, C, D: These options involve unnecessary actions, such as injecting values into the Quantity field, which is unrelated to the requirement.
* Salesforce CPQ Reference:
* Configuring Price Rules with Conditions and Actions for specific scenarios .

NEW QUESTION # 16
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