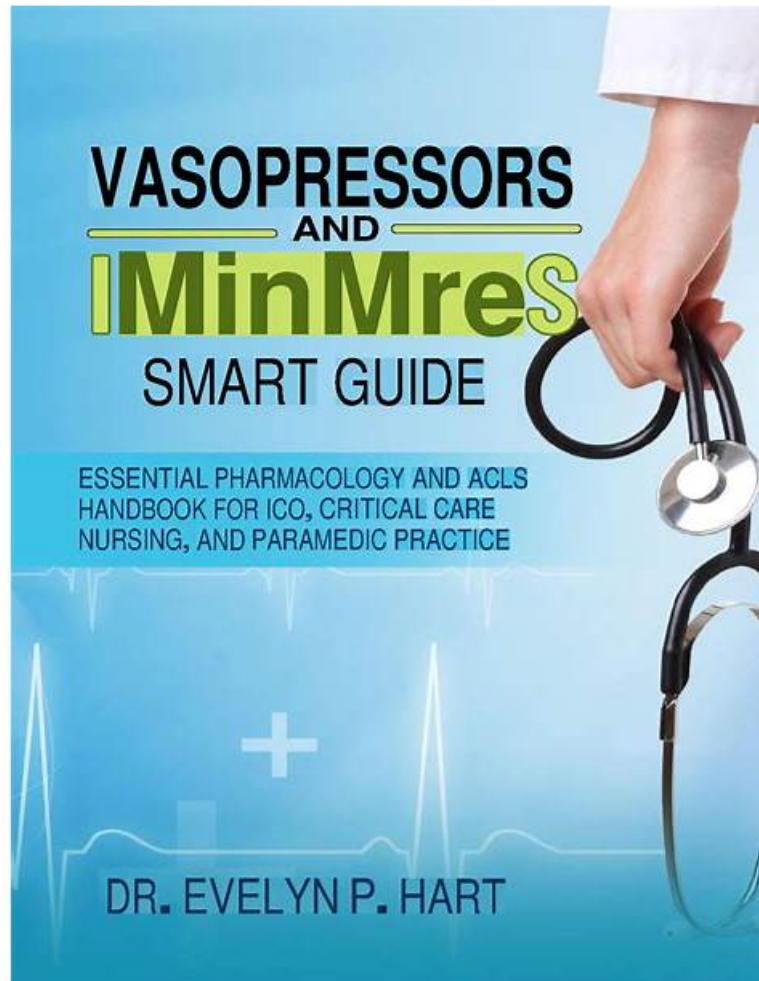


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The CPQ-Specialist Exam is a challenging test that requires a deep understanding of Salesforce CPQ solutions. Candidates must have experience working with CPQ, understand the various features and functionality, and be able to apply this knowledge to real-world scenarios. While the exam is challenging, passing it can provide significant career benefits and increase job opportunities.

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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.

Salesforce Certified CPQ Specialist Sample Questions (Q155-Q160):

NEW QUESTION # 155

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.

The Product has been configured as such:

Which product and option configuration will attain the required pricing?

- **A. Option**
☐
- B. Option
☐
- C. Option
☐
- D. Option
☐

Answer: A

NEW QUESTION # 156

The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction. How should an admin meet the requirement?

- A. Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.
- B. Create a custom field called HideAdditionalDiscount__c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount__c checked.
- C. Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount__c and display it in the Quote Line Editor.
- **D. Create a custom checkbox, Show_Discount__c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.**

Answer: D

Explanation:

Requirement:

* Universal Containers wants to control whether the Additional Discount column appears on the Quote Template.

Solution:

* By creating a custom checkbox field (Show_Discount__c), administrators can dynamically control the visibility of the Additional Discount column.

* This checkbox is referenced in the Conditional Print Field of the Quote Template Line Column settings for the Additional Discount column.

Mechanism:

* When the Show_Discount__c checkbox is TRUE, the column appears.

* When FALSE, it does not display.

Salesforce CPQ Reference:

* Conditional Print Field functionality in Quote Templates allows for dynamic content visibility based on field values .

NEW QUESTION # 157

An Admin created a picklist field on the Product Option object called Picklist123__c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123__c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123__c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. Create a Workflow Rule that updates the Product Option field upon entering configuration.
- B. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.
- C. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- **D. Create field Picklist123__c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.**

Answer: D

NEW QUESTION # 158

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

□

- A. \$470.00
- B. \$480.00
- **C. \$450.00**
- D. \$500.00

Answer: C

NEW QUESTION # 159

An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and be listed in a Line Item Column in the output document.

On which objects will the admin need to create the Configuration Attribute X custom field to meet this requirement?

- A. Configuration Attribute and Product Option
- B. Product Option and Quote
- **C. Product Option and Quote Line**
- D. Configuration Attribute and Quote

Answer: C

Explanation:

Requirement Overview:

* Display Configuration Attribute X on the configuration page of a bundle and in a Line Item Column on the output document.

Solution Details:

* Product Option: Add the Configuration Attribute X custom field to ensure it appears during the configuration process.

* Quote Line: Add the same custom field to enable its display as a Line Item Column in the Quote output.

Steps to Configure:

* Create a custom field named Configuration Attribute X on the Product Option and Quote Line objects.

* Add the field to the relevant field sets and templates for visibility in both the configurator and the output document.

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