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Salesforce Certified CPQ Specialist Exam (CPQ-Specialist) is designed for individuals who specialize in Salesforce CPQ. It is specifically designed for professionals who have experience in using the Salesforce CPQ platform to manage and optimize the sales process. CPQ-Specialist Exam is designed to test various aspects of Salesforce's CPQ platform, from understanding the configuration process to building and customizing sales documents.

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Salesforce Certified CPQ Specialist Sample Questions (Q26-Q31):

NEW QUESTION # 26
The Require Approved Quote package-level setting prevents CPQ from generating records for which object?

- A. Contracted Price
- B. Quote Document
- C. Contract
- D. Order

Answer: D

NEW QUESTION # 27
Universal Containers wants to provide a 10% discount to Product A, but only when customers who have previously purchased at least one unit of Product A decide to purchase more. The CPQ admin has set up a price rule, but it is currently running on all lines that contain Product A.
Product A is a subscription product.How should the CPQ admin prevent this rule from firing when a customer first purchases Product A?

- A. Create an Option Constraint with Check Prior Purchases set to True.
- B. Create a condition to evaluate a Summary Variable over previous subscriptions,
- C. Create a lookup query to check subscriptions for previously purchased products.
- D. A Create a condition that checks that the Quote Line's Existing checkbox is set to True.

Answer: D

NEW QUESTION # 28
Universal Containers (UC) sells Product A for a List Unit Price of S150. One of UCs customers, Cloud Kicks (CK), has negotiated a Contracted Price of S100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.
If CK purchases 10 units of Product A, what Is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. * List Unit Price: S1S0
  * Regular Unit Price: $150
  * Customer Unit Price: $100
  * Net Unit Price: $90
- B. * List Unit Price: $150
  * Regular Unit Price: $150
  * Customer Unit Price: $140
  * Net Unit Price: $140
- C. * List Unit Price: $150
  * Regular Unit Price: $100
  * Customer Unit Price: $90
  * Net Unit Price: $90
- D. * List Unit Price: $100
  * Regular Unit Price: $100
  * Customer Unit Price: S90
  * Net Unit Price: $90

Answer: C

NEW QUESTION # 29
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 Pnce m this scenario?

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

Answer: D

NEW QUESTION # 30

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

Answer: C

NEW QUESTION # 31

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