

# Pass Guaranteed Quiz Professional Salesforce - CPQ-Specialist Valid Dumps Files



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This updated CPQ-Specialist exam study material consists of CPQ-Specialist PDF dumps, desktop practice exam software, and a web-based practice test. Experts have prepared the CPQ-Specialist desktop-based exam simulation software. There are CPQ-Specialist Actual Questions in the practice test to give you an exact impression of the Salesforce CPQ-Specialist original test.

Salesforce CPQ-Specialist Certification Exam covers a wide range of topics related to Salesforce CPQ, including product rules, pricing rules, quote templates, advanced approvals, and contract management. CPQ-Specialist exam also tests the individual's ability to configure and customize Salesforce CPQ to meet specific business requirements.

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.

## Real CPQ-Specialist Exam Dumps | New CPQ-Specialist Test Experience

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To prepare for the Salesforce CPQ-Specialist Exam, candidates can take advantage of a range of resources provided by Salesforce, including online training courses, study guides, and practice exams. Additionally, candidates can join online communities and forums to connect with other professionals and gain insights into best practices and tips for passing the exam. It is recommended that candidates have at least six months of experience working with Salesforce CPQ before attempting the exam.

### Salesforce Certified CPQ Specialist Sample Questions (Q100-Q105):

#### NEW QUESTION # 100

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term unit: Month  
Subscription Prorate Precision: Day
- B. Subscription Term unit: Month  
Subscription Prorate Precision: Month
- **C. Subscription Term unit: Month  
Subscription Prorate Precision: Month + Daily**
- D. Subscription Term unit: Day  
Subscription Prorate Precision: Day.

**Answer: C**

#### NEW QUESTION # 101

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page. Which solution meets the business requirement without creating a separate Price Book?

- A. Create a Hidden Filter in Product Selection based on Profile.
- B. Create a Filter Product Rule.
- C. Create a bundle with a Configuration Attribute.
- **D. Create multiple bundles with validation Product Rules.**

**Answer: D**

Explanation:

Requirement Overview:

\* Each sales team needs access to a specific subset of products without requiring separate Price Books.

Solution:

\* Use multiple bundles with validation Product Rules to restrict access to specific products based on user criteria (e.g., Profile or custom field).

\* This avoids the need to create and manage separate Price Books for each team.

Steps to Configure:

\* Create a bundle for each subset of products.

\* Use Product Rules to validate and restrict access based on sales team criteria.

Validation:

\* Test the Product Selection page to ensure that each sales team can access only their specific subset of products.

### NEW QUESTION # 102

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence? Choose 3 answers

- A. Target Customer Amount
- B. Prorate Multiplier
- C. Discount Schedules
- D. Contracted Price
- E. Additional Discount Fields

Answer: C,E

### NEW QUESTION # 103

"UC sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500

\$8,600 plus \$7 per unit above 1,000

- A. Tiered
- B. List
- C. Block
- D. Segmented

Answer: C

### NEW QUESTION # 104

"UC has three different quote processes for guided selling. The Admin wants to dynamically assign the appropriate quote process to a quote based on the customer's region.

What should be done to meet this requirement?

- A. Create a trigger to update the Process Inputs Region field on the Quote Process.
- B. Create a workflow rule to update the Quote Process ID field on the Quote Line Group
- C. Create a workflow rule to update the Quote Process ID field on the Quote
- D. Create a trigger to update the Process Inputs Region field on the Quote."

Answer: C

### NEW QUESTION # 105

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