

Quiz Trustable CPQ-Specialist - Salesforce Certified CPQ Specialist Learning Engine



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We all know that Salesforce Certified CPQ Specialist (CPQ-Specialist) exam dumps are an important section of the Salesforce Certified CPQ Specialist (CPQ-Specialist) exam that is purely based on your skills, expertise, and knowledge. So, we must find quality CPQ-Specialist Questions drafted by industry experts who have complete knowledge regarding the Salesforce Certified CPQ Specialist (CPQ-Specialist) certification exam and can share the same with those who want to clear the CPQ-Specialist exam. The best approach to finding Salesforce Certified CPQ Specialist (CPQ-Specialist) exam dumps is to check the TroytecDumps that is offering the Salesforce Certified CPQ Specialist (CPQ-Specialist) practice questions.

Salesforce CPQ-Specialist certification exam includes 60 multiple-choice questions that must be completed within 105 minutes. CPQ-Specialist exam covers a wide range of topics such as understanding CPQ terminology and architecture, understanding the pricing and quoting process, creating and configuring CPQ products, understanding the integration process, and much more. CPQ-Specialist exam is designed to test the candidate's knowledge and proficiency in Salesforce CPQ implementation.

Salesforce CPQ-Specialist certification exam consists of 60 multiple-choice questions that need to be completed in 105 minutes. CPQ-Specialist Exam is divided into five sections, which include CPQ platform, Products and Bundles, Pricing and Discounts, Quote Generation and Delivery, and Salesforce CPQ Administration. CPQ-Specialist exam is designed to test the candidate's understanding of the CPQ process and how to configure it in Salesforce. CPQ-Specialist exam also tests the candidate's knowledge of the different types of pricing and discounting methods that can be used in CPQ.

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About the upcoming CPQ-Specialist exam, do you have mastered the key parts which the exam will test up to now? Everyone is conscious of the importance and only the smart one with smart way can make it. When new changes or knowledge are updated, our experts add additive content into our CPQ-Specialist latest material. They have always been in a trend of advancement. Admittedly, our CPQ-Specialist Real Questions are your best choice. We also estimate the following trend of exam questions may appear in the next exam according to syllabus. So they are the newest and also the most trustworthy CPQ-Specialist exam prep to obtain.

Salesforce Certified CPQ Specialist Sample Questions (Q191-Q196):

NEW QUESTION # 191

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30. In addition to creation the Monthly Price Line Column, which two configurations are needed to satisfy this requirement? (Choose two.)

- A. Create a custom checkbox formula field indicating if the Payment Terms are Net 30.

- B. Set the Conditional Print Field on the Line Column record.
- C. **Include Monthly Price in the Quote Line Editor Field Set.**
- D. Create an additional Line Items section without the Monthly Price field.

Answer: C,D

NEW QUESTION # 192

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. **Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.**
- B. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.
- C. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering
- D. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering

Answer: A

NEW QUESTION # 193

The sales manager at Universal Containers wants to ensure that bundles:

* Cannot be reconfigured when a final Quote is created.

- A. **Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to 'Renewal'**
- B. Allow sales reps to configure bundles only on new or amendment quotes.
- C. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is not equal to 'Renewal'.
- D. Ensure SBQQ__ReconfigurationDisabled__c is set to TRUE on the Bundle product.

Answer: A

NEW QUESTION # 194

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of

*The original Subscription

*The first amended Subscription

*The second amended Subscription

- A. 80, 0, 40
- B. 100, -20, 40
- C. 120, -20, 40
- D. 100, 80, 120

Answer: A

NEW QUESTION # 195

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Enable Allow Multiple Orders from a checkbox on the Quote.
- B. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- C. Set the Order By field on the Quote to Product Family.
- D. Set the Order By field on the Quote Line to Product Family.

Answer: A,C

NEW QUESTION # 196

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