

Salesforce Certified CPQ Specialist training torrent & CPQ-Specialist latest dumps & Salesforce Certified CPQ Specialist study material



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To prepare for the Salesforce CPQ-Specialist certification exam, Salesforce provides an official study guide, which outlines the exam content and the skills and knowledge required to pass the exam. Additionally, Salesforce offers training courses, which are designed to help candidates prepare for the exam by providing hands-on experience and practical knowledge of the Salesforce CPQ platform. Other resources, such as online forums and study groups, can also provide valuable insights and support to help candidates prepare for the exam.

Understanding functional and technical aspects of Salesforce Certified CPQ Specialist

The following will be asked from you in the **SALESFORCE CPQ-Specialist Exam Dumps**:

- Given a scenario, set up a quote template to meet business requirements

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As we all know, the preparation process for an exam is very laborious and time-consuming. We had to spare time to do other things to prepare for CPQ-Specialist exam, which delayed a lot of important things. If you happen to be facing this problem, you should choose our CPQ-Specialist real exam. With our study materials, only should you take about 20 - 30 hours to preparation

can you attend the exam. The rest of the time you can do anything you want to do to, which can fully reduce your review pressure. Saving time and improving efficiency is the consistent purpose of our CPQ-Specialist Learning Materials. With the help of it, your review process will no longer be full of pressure and anxiety.

Salesforce Certified CPQ Specialist exam consists of 60 multiple-choice questions and candidates have 105 minutes to complete the exam. CPQ-Specialist exam covers topics such as product configuration, pricing and discounting, quoting and contracting, and orders and renewals. Passing CPQ-Specialist Exam requires a deep understanding of the Salesforce CPQ platform and its related features, including product rules, price rules, quote templates, and contract management.

Salesforce Certified CPQ Specialist Sample Questions (Q201-Q206):

NEW QUESTION # 201

An admin wants users to make changes in the configurator without Product Rules evaluating. Users should be able to manually edit the rules. The admin has created Product Rules with an Evaluation Event of Edit or Always. Which final step should an admin take to meet this requirement?

- A. Enable Large Configurations set to TRUE in package settings.
- **B. Set Configuration Event on the bundle parent Product record to Always.**
- C. Ensure the Apply Edit Rules Custom Action is active.
- D. Create all Product Options with Apply immediately Context set to NULL.

Answer: B

NEW QUESTION # 202

Universal Containers 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

Which pricing method should the admin select for this service?

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

Answer: C

Explanation:

Tiered pricing in Salesforce CPQ applies a cumulative price where each tier has a marginal rate (e.g., \$9 per unit above 100). This matches the scenario: \$1,000 for 0-100 units, then \$9/unit for 101-500, \$8/unit for 501-

1,000, and \$7/unit above 1,000, building on the prior tier's total (e.g., \$4,600 at 500). Option B (Tiered) supports this incremental pricing model. Option A (Block) uses fixed prices per range, not cumulative rates.

Option C (Segmented) isn't a standard CPQ pricing method. Option D (List) applies a flat unit price, ignoring tiers. Salesforce CPQ documentation defines Tiered pricing for this use case.

References: Salesforce CPQ Documentation - "Tiered Pricing" and "Pricing Methods".

NEW QUESTION # 203

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. On Calculate
- B. On Calculate and After Calculate
- **C. After Calculate**
- D. Before Calculate and On Calculate

Answer: C

NEW QUESTION # 204

Universal Containers has a requirement to set a maximum discount approval threshold for the User. This Threshold is a calculated value based on data held in a Custom Object. The Admin has determined that this will require two price rules. The first rule is a lookup rule that Pulls a value from a custom object record and set it to a custom field on the quote line. The second price rule evaluates if the custom field is populated, and if so, it calculates the maximum discount threshold using that value. Both Price Rules have Evaluation Events set to On Calculate. The Second Price Rule is not running. How should the Price Rules be altered so that the second Price Rule will run?

- A. Both Price Rules must be moved to the Before Calculate Evaluation Event.
- B. The second Price Rule must have the same Evaluation Order as the first.
- C. The order of the Price Action for the first Price Rule must be earlier than that of the second.
- **D. The second Price Rule must be in a later Calculator Evaluation Event.**

Answer: D

NEW QUESTION # 205

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big.

What should the Admin do to resize the image and to maximize image quality?

- A. Wrap the image in a span tag and resize using CSS.
- **B. Resize in an image editor outside of Salesforce.**
- C. Use inline CSS height and width properties in the img tag.
- D. Add HTML height and width attributes in the img tag."

Answer: B

NEW QUESTION # 206

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