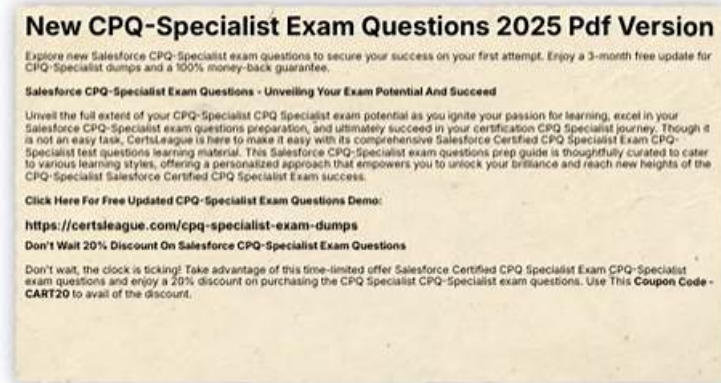


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Salesforce CPQ-Specialist Exam Syllabus Topics:

Topic	Details
Topic 1	• Pricing: In this section, candidates are tested for their know-how of the appropriate pricing strategy, such as Discount Schedules, Block Prices, Contracted Prices, subscription pricing, percent-of-total, and how to determine expected pricing outcomes.
Topic 2	• Orders, Contracts, Amendments, and Renewals: This topic focuses on data required to generate Orders and Contracts. Moreover, the topic gives an understanding of generating renewal and amendment Quotes to meet business requirements.
Topic 3	• Products: This topic is all about setting up Products, Price Book Entries, and Price Books. Additionally, the topic explains the impact of product catalog setup on overall CPQ data flow.
Topic 4	• Product Selection: In this section, the focus is on how to use Search Filters, field sets, and Custom Actions to enable product selection and configuration.

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Salesforce Certified CPQ Specialist Sample Questions (Q176-Q181):

NEW QUESTION # 176

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D. Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2. The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021.

The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021.

Which two methodz could the user apply individually to meet the requirement? Choose 2 answers

- A. Change the Subscription Term on the Quote Lines for C and D to the value 18.
- B. Change the End Date on Quote Line Group 2 to December 3, 2021.
- C. Change the Subscription Term on Quote Line Group 2 to the value 18.
- D. Change the End Date on the Quote Lines for C and D to December 3, 2021.

Answer: A

NEW QUESTION # 177

A User at Universal Containers created a quote containing two products. Product A is marked as Include in Percent of Total, with Subscription Pricing blank. Product B has Subscription Pricing set to Percent of Total. When the Contract is renewed, both products are shown in the renewal quote, but Product A has a Net Total of zero. Which reason explains why Product A does not have a non-zero total?

- A. Include Net-New Products in Maintenance must be flagged in CPQ Package settings.
- B. The Asset Conversion behavior on the Product must be set to Allow Renewals.
- C. Renewal Pricing Method was set to Subscriptions Only at the Account Level.
- D. Product A is an Asset that the Customer already owns, and will not be priced again.

Answer: A

NEW QUESTION # 178

Universal Containers (UC) sells a subscription Product, Monitoring Service reps leave the quantity as 1 when it is sold outside of a bundle.

Which solution can UC apply?

- A. Set Quantity Editable to FALSE on the Product.
- B. Set Default Quantity to 1 on the Product.
- C. Set Max Quantity to 1 on the Product Option.
- D. Set Type to Accessory on the Product Option.

Answer: C

NEW QUESTION # 179

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three

fields on the Contracted Price record should be configured to satisfy this requirement?

- A. Effective Date
- **B. Expiration Date**
- **C. Product**
- D. Contract
- **E. Discount**

Answer: B,C,E

Explanation:

Requirement:

* Clients can negotiate a discount for Product A until a specified date before contract activation.

Relevant Fields on the Contracted Price Record:

* Product: Identifies Product A as the subject of the negotiated price.

* Expiration Date: Specifies the end of the discount eligibility period.

* Discount: Sets the agreed discount percentage for the negotiated price.

Salesforce CPQ Reference:

* Contracted Price Record management is key to implementing client-specific pricing strategies .

NEW QUESTION # 180

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

* Cannot be reconfigured when a Renewal Quote is created.

* Allow sales reps to configure bundles only on new or amendment quotes.

What should the CPQ specialist do to meet these requirements?

- A. Ensure SBQQ__ReconfigurationDisabled__c is set to TRUE on the Bundle product.
- B. Ensure SBQQ__ReconfigurationDisabled__c is set to "Disabled" on the Bundle product.
- C. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to "Renewal".
- **D. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is not equal to "Renewal".**

Answer: D

NEW QUESTION # 181

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