

Updated Salesforce CPQ-Specialist Questions - Effortless Solution To Pass Exam



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Understanding functional and technical aspects of Salesforce Certified CPQ Specialist

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

- Demonstrate how product catalog setup impacts overall CPQ data flow
- Demonstrate how to set up products, pricebooks, and pricebook entries

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Salesforce Certified CPQ Specialist Sample Questions (Q111-Q116):

NEW QUESTION # 111

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the "Failed to Load PDF" error message appear when the output document is generated. Which steps should the Admin perform to diagnose the error?

- A. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.
- B. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the

template renders.

- C. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.
- D. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "NO Errors"

Answer: B

NEW QUESTION # 112

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 \$75
- D. Regular Price of \$100

Answer: C

Explanation:

Subscription Term and List Price:

* Subscription Product A has a Subscription Term of 6 months with a List Price of \$100.

* When added to a Quote with a Term of 12 months, the List Price is prorated to account for the longer term.

Proration and Ranged Discount Schedule:

* A Ranged Discount Schedule applies discounts based on quantity, volume, or term thresholds.

* For the 12-month term, the price is prorated to \$200 (2 times the List Price for 6 months).

* The Discount Schedule applies a 25% discount to the prorated price, reducing it to \$150.

Regular Price Calculation:

* The Regular Price reflects the discounted value after applying the Discount Schedule:

Regular Price = $200 \times (1 - 0.25) = 150$

Regular Price = $200 \times (1 - 0.25) = 150$

Key Salesforce CPQ Reference Points:

* Ranged Discount Schedules modify the List Price based on configured thresholds .

* Subscription Pricing Logic ensures correct proration for products with terms different from the Quote Term .

NEW QUESTION # 113

Universal Containers (UC) sells product A with a tiered pricing model using a discount scheduled three discount tiers. UC signed an agreement that gives a client a 50% discount on product A with a flat rate for the next calendar year overriding the current discount schedule.

Which set of actions would meet these requirements?

- A. Create a discount scheduled with the single discount tier at 0% discount and associated it with contracted Price giving 50% discount to product A on this client's account record.
- B. Create a price book for this client with a price book entry at half the price for Product A and create Flow that assigns this price book to all opportunities for this client.
- C. Create a price rule that applies the 50% discount to the List Price and inserts it into the Customers price field on the quote line when the account associated with the quote is this client.
- D. Create a product rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote line for product A when the account associated with the quote is this client.

Answer: A

NEW QUESTION # 114

A bundle has a Product Option with the Quantity Editable field set to FALSE. However, the user can still change the quantity during configuration and save the new value to the Quote Line Editor.

Which property of the Product Option allows for this scenario?

- A. Type = Related Product
- B. Min Quantity = 1
- C. Required = FALSE
- D. Quantity = NULL

Answer: A

NEW QUESTION # 115

Universal Containers (UC) maintains a large Product catalog with more than 500 Products. Ten Products from various Product Families are frequently requested and purchased by UC's customers and must be easy to find for users. How should the admin meet the requirement?

- A. Set the Sort Order for each of the ten Product records to a numeric value that is greater than any other Product.
- B. Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.
- C. Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.
- D. Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products.

Answer: D

NEW QUESTION # 116

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