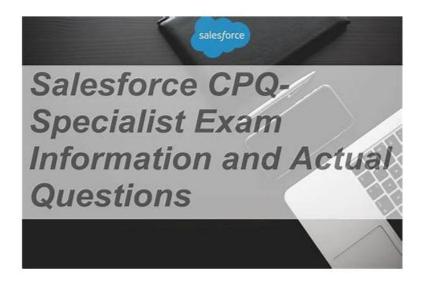
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## Salesforce Certified CPQ Specialist Sample Questions (Q59-Q64):

### **NEW QUESTION #59**

"UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote. Which two represent a valid configuration to meet this requirement? Choose 2 answers

- A. Pricing Method set to Percent of Total and Subscription Pricing blank
- B. Pricing Method set to Custom and Subscription Pricing set to Custom"
- C. Pricing Method set to List and Subscription Pricing set to Percent of Total
- D. Pricing Method set to Percent of Total and Subscription Pricing set to Custom

Answer: A,C

#### **NEW QUESTION #60**

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

| Licenses       | Price   |  |
|----------------|---------|--|
| 1-5            | \$1,000 |  |
| 6-10           | \$1,800 |  |
| 11-20          | \$3,000 |  |
| 21-50          | \$5,000 |  |
| 50+ salesforce | \$8,000 |  |

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- B. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- C. Set Non-Discountable to True on the Product record.
- D. Set Pricing Method to Block on the Product record.
- E. Set Pricing Method to Fixed Price on the Product record.

#### Answer: A,C,D

#### Explanation:

Requirement:

\* Use fixed pricing for quantity tiers without additional discounts.

Solution Steps:

- \* B: Marking the product as Non-Discountable prevents additional discounts.
- \* D: Set the Pricing Method to Block to define fixed prices per quantity tier.
- \* E: Create Block Pricing records to define fixed prices for each quantity tier (e.g., 1-5 licenses = \$1,000).

Why Other Options Are Incorrect:

- \* A: Fixed Price is not suitable for tiered pricing.
- \* C: Slab Discount Schedules are not used for block pricing.

Salesforce CPQ Reference:

\* Tiered and Block Pricing setups are detailed in Pricing Configuration.

#### **NEW QUESTION #61**

"Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature. Which configuration is valid for displaying the attributes?

- A. Above or below all product options in the feature.
- B. Above or below the feature in the bundle.
- C. Above or below allfeatures in the bundle.
- D. Above all product options in the feature."

#### Answer: A

#### **NEW QUESTION #62**

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too many clicks. Management has asked the admin to streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the admin enable to meet this requirement?

- A. Enable Quick Calculate
- B. Use Legacy Calculator
- C. Calculate Immediately

#### Answer: C

Explanation:

Requirement:

\* Streamline the Quote Line Editor by enabling automatic calculations after each change.

Solution

\* Enabling the Calculate Immediately setting in Managed Package Settings ensures calculations are triggered automatically whenever changes are made in the Quote Line Editor.

Why Other Options Are Incorrect:

- \* A: The Legacy Calculator setting is outdated and not related to automatic calculations.
- \* B: Quick Calculate is a manual process that does not meet the requirement for automatic recalculation. Salesforce CPQ Reference:
- \* The Calculate Immediately Setting is described in the CPQ Managed Package Settings documentation.

### NEW QUESTION # 63

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- A. Create a custom Formula indicating if the Payment Terms Are Net 30.
- B. Create a new field set on the Quote Line editor without Monthly Price.
- C. Fill the Conditional Print Field on the Column Lines object.
- D. Create an additional Lines Section without the Monthly Price field.

Answer: C,D

#### **NEW QUESTION #64**

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