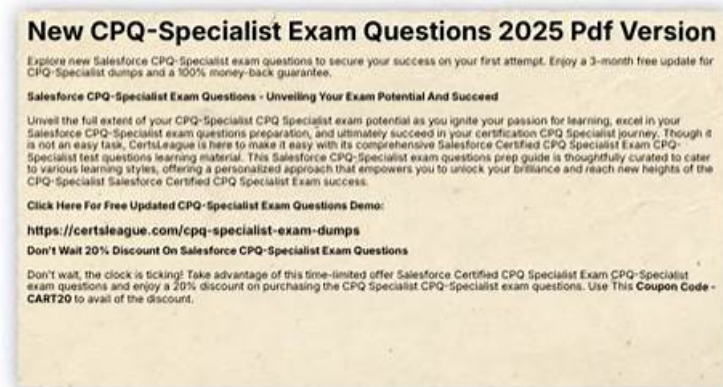


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Salesforce is one of the most popular CRM software providers in the market today. The platform offers a wide range of solutions for businesses to manage their sales, marketing, and customer service operations. One of the key solutions offered by Salesforce is the Configure, Price, Quote (CPQ) software. This software helps businesses to streamline their sales quoting process, making it easier for sales reps to generate accurate quotes quickly. To help businesses identify individuals who are proficient in using the Salesforce CPQ software, Salesforce offers a certification program called the Salesforce CPQ-Specialist Certification Exam.

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Salesforce Certified CPQ Specialist Sample Questions (Q214-Q219):

NEW QUESTION # 214

An Admin is working on a primary Quote attached to an Opportunity. The Pricebook & currency on the Quote & opportunity match. However, not all products from the Quote are being transferred to the opportunity, & no error message is displayed. Which 3 reasons explain why these Products failed to create Opportunity Products? Choose 3 answers.

- A. Products with an effective quantity of zero do not transfer to the opportunity.
- B. Products with a Price of zero do not transfer to the Opportunity.
- C. No valid pricebook entry can be found for these products.
- D. "Exclude from Opportunity" is marked on the Product record.
- E. Validation Rules on the Opportunity product silently fail.

Answer: A,D,E

NEW QUESTION # 215

Universal Containers wants to quote a product that will persist until the customer cancels the subscription. How should the admin set up this product so all downstream processes create perpetual subscriptions?

- A. Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.
- B. The value Evergreen should be put into the Subscription Type field on the Product.
- C. The sales rep should create a Quote without an end date or a subscription term associated with it.
- D. The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.

Answer: A

NEW QUESTION # 216

Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced OfTotal and the percentage has been set. How should the product records be altered to meet this requirement?

- A. Set the maintenance product Include in Percent of Total to True. On all storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- B. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.
- C. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- D. subscription products, set the Percent Of Total Category to Storage.
- E. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.

Answer: E

NEW QUESTION # 217

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options at the same level.

How should the admin set this up?

- A. Set the percent of Total Scope field on the product Option record to a value of package.
- B. Set the percent of Total Category field on each Product in the bundle to the same value.
- C. Set the Percent of Total Scope field on the Product Option record to a value of Group.
- D. Set the percent of Total Scope field on the Product Option record to a value of Components.

Answer: D

Explanation:

Requirement Overview:

* A Percent of Total option in a multi-level bundle must calculate its value based on other options in the same level.

Key Configuration:

* The Percent of Total Scope field determines the scope of the calculation.

* Setting it to Components limits the calculation to options within the same bundle level.

Steps to Configure:

* Navigate to the Product Option record for the Percent of Total option.

* Set Percent of Total Scope to Components.

Validation:

* Add the bundle to a Quote and verify that the Percent of Total calculation includes only the options at the same level.

NEW QUESTION # 218

Universal Containers has a Discount Schedule for Product A with these Discount Tiers:

Name	Lower	Upper	Discount
First Level	1	11	10%
Second Level	11	21	25%
Third Level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. \$1,725.00
- B. \$1,050.00
- C. \$1,575.00
- D. \$1,700.00

Answer: D

NEW QUESTION # 219

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