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## QUESTION 1

Universal Containers would like a specific background color for the column heading of the line item table in the output document. Where should the Admin input the correct hex code to meet this display requirement?

- A. In the Template Content source editor in place of the previous hex color code.
- B. In the Shading Color field on the Quote Template record.
- C. In the Group Shading Color field on the Quote Template record.
- D. In the Summary Shading Color field on the Line Column records.

Correct Answer: B

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## QUESTION 2

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

Correct Answer: A

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## QUESTION 3

Universal Containers sells a subscription Product Z that is sold in yearly segments, but would like to prevent the User from discounting the first segment.

How should the CPQ Admin ensure the User will not be able to discount the first segment? Choose one answer

- A. Write a Price Rule to run when Product Code = Product Z and Segment Index = 1, with a Price Action setting Non Discountable to True.
- B. Set First Segment Term Editable to Only Custom Segments in the yearly Price Dimension record.
- C. Create two Price Dimensions, then set Non Discountable to False on the first Price Dimension.
- D. Write a Price Rule to inject 0 into Additional Discount when Product Code = Product Z and Initial Segment = True.

Correct Answer: A

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## QUESTION 4

How should an Admin enable renewal uplift on an Account?

- A. Update the Markup (%) field on the Renewal Quote.
- B. Change the Renewal Pricing Method to Same on the Account.
- C. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- D. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.

Correct Answer: D

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## QUESTION 5

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- A. Asset and Order Product
- B. Order Product
- C. Asset and Opportunity Product
- D. Asset

Correct Answer: A

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## QUESTION 6

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered. Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Set the Order By field on the Quote to Product Family.
- B. Set the Order By field on the Quote Line to Product Family.
- C. Enable Allow Multiple Orders from a checkbox on the Quote.
- D. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.

Correct Answer: AC

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## QUESTION 7

Universal Containers (UC) sells two fixed-priced subscriptions (Products A and B) and one Percent Of Total subscription Product (Product C), which is calculated as a percentage of the List total of Products A and D. Both Products A and B are marked as "Include in Percent Of Total". UC also wants to enable ramping of quantities and pricing for all three Products on a yearly basis.

Which solution should the admin use to meet the requirement?

- A. Use Quote Line Groups for each annual term and set the Percent Of Total Scope on Product C to Group.
- B. Add Products A, B, and C to the Quote for the desired Quote Subscription Term.
- C. Set the Percent Of Target to Product C for Product A and B
- D. Implement a Quote Calculator Plugin (QCP) to aggregate Product A and B by segment.

Correct Answer: C

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### QUESTION 8

Universal Containers has a custom picklist field with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configuration Attribute. How should the Admin create Filter Product Rules to meet the business requirement?

- A. Create three rules, each with two conditions that compare the configuration attribute with a static value and the product field.
- B. Create one rule with three conditions, each that compares the configuration attribute field with a static value.
- C. Create three rules, each with one condition that compares the product field with the Configuration attribute field.
- D. Create one rule with one condition that compares the product field with the configuration attribute field.

Correct Answer: B

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### QUESTION 9

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following: (Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner)

Which two error condition setups will meet this requirement?

Choose 2 answers

- A. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field  
-Operator is set to Less or Equals
- B. -Summary Variable A goes in the Filter Variable field V O -Summary Variable B goes in the Tested Variable field  
-Operator is set to Less than

C. -Summary Variable A goes in the Tested Variable field / O -Summary Variable B goes in the Filter Variable field  
-Operator is set to Greater than

Correct Answer: BC

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#### QUESTION 10

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True.

What are two ways a sales user should generate an accurate Renewal Quote? Choose two answers.

- A. Clone the original Quote and update Quote Type to Renewal.
- B. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.
- C. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- D. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

Correct Answer: CD

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#### QUESTION 11

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 Price in this scenario?

- A. Regular Price of \$150
- B. Regular Price of \$75
- C. Regular Price of \$200
- D. Regular Price of \$100

Correct Answer: B

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#### QUESTION 12

An Admin at Universal Containers wants to configure a bundle with multiple features and have the product code of all options displayed in a single field for easy rendering on the quote document. What should the Admin do to achieve this?

- A. Write a custom trigger.
- B. Use package product code.
- C. Create price rules and formula fields.
- D. Combine roll-up fields with formula fields.

Correct Answer: B

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## QUESTION 13

Universal Containers has a requirement to ensure that Product B is always quoted with Product A in a bundle. The products are in separate features and there is no clear indication that they must be sold together. They implemented a Product Validation rule to fulfill this requirement, but received complaints that it was not user friendly. What other approach should the Admin take to fulfill this requirement?

- A. Create an Option Constraint with Type: Add.
- B. Create a Configuration Price Rule to add Product B.
- C. Create a Product Selection rule to add Product B.
- D. Create an Option Constraint with Type: Dependency.

Correct Answer: C

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## QUESTION 14

When amending a contract, users have reported that the net pricing of some products is Incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause\?

- A. The Use Legacy Amend/Renew Service is TRUE in the package settings.
- B. The products have a Discount Schedule and Cross Order Is unselected.
- C. The products\ Pricebook Entry prices were changed after the Contract was generated.
- D. The Renewal Price and the Net Price on the Upgraded Subscriptions are different values.

Correct Answer: B

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## QUESTION 15

What additional field is required for all records when using Approval Variables vs. Summary Variables?

- A. Net Variable
- B. Combine With

C. Type

D. List Variable

Correct Answer: C

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