CPQ-SPECIALIST^{Q&As}

Salesforce Certified CPQ Specialist

Pass Salesforce CPQ-SPECIALIST Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.pass4itsure.com/cpq-specialist.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce
Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product. How can the Admin meet this requirement?

A. Delete the Product so it is unavailable for new business Quotes.

B. Create a new renewal Product, then link it to the end-of-life Product by using the Renewal Product lookup.

C. Create an end-of-life checkbox on the Product, then create a Search Filter to exclude any Product marked end-of-life from Product Selection.

D. Deactivate the Product since CPQ allows inactive Products to be renewed.

Correct Answer: B

QUESTION 2

Universal Containers sells their subscription products only in whole months. The Users at Universal Containers are sometimes entering values into Start Date and End Date and leaving Subscription Term blank. They are finding that subscription pricing is not working as they would expect because the dates they are choosing do not equate to exact months. This leads to pricing that may be a few cents or even a few dollars off. The Admin would like to find a solution that does not require forcing the users to use Subscription Term. What should be done so that the pricing is rounded to the expected value?

A. In the package settings, set Subscription Prorate Precision to Monthly.

B. On the Quote object, set the Subscription Prorate Precision field to Monthly.

C. Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.

D. Create a Price Rule that takes the user-entered date and calculates a rounded Term.

Correct Answer: A

QUESTION 3

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

QUESTION 4

Suppose you have several Product Rules with conditions that evaluate a Configuration Attribute. You want the rules to fire immediately when the user changes the value of the Configuration Attribute. How do you accomplish this?

A. Add the Product Rules to the related list on the Configuration Attribute record

B. Check the Apply Immediately checkbox on the Configuration Attribute record

C. Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes

D. Check the Run Immediately checkbox on the Product Rule records

Correct Answer: B

QUESTION 5

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

A. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.

B. Create a bundle with Container B and options X, Y, and Z as product options for Container A.

C. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.

D. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."

Correct Answer: D

CPQ-SPECIALIST Practice Test   CPQ-SPECIALIST Study Guide   CPQ-SPECIALIST Braindumps