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**QUESTION 1**

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products: Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.

Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- B. Create a Line Items section and set SBQQ__ProductFamily__c as the Group field.
- C. Create an HTML Template Content record with three tables to represent each Product Family.
- D. Create a Line Items section and set SBQQ__ProductFamily__c as the Roll-Up field.

Correct Answer: B

QUESTION 2

Universal Containers has a bundle with required Product Options. After the bundle is selected, the user should bypass the configuration process. How should the Admin set up the bundle to meet this requirement?

- A. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Bundled on the Product Options.
- B. Set the Configuration Event field on the bundle Product to be Required, and select the checkbox for Required on the Product Options.
- C. Set the Configuration Event field on the bundle Product to be Allowed, and select the checkbox for bundled on the Product Options.
- D. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Required on the Product Options.

Correct Answer: A

QUESTION 3

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operation team wants to ensure that when a sales rep renew an existing Contract with Premier Support, it is replaced with Premier Pro.

What does the Admin need to do to support this business requirement?

- A. Set the Renewal Product field on the Premier Support Product record to Premier Pro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- C. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.



D. Set the upgrade Target field on the Premier Support Product record to Premier Pro.

Correct Answer: D

QUESTION 4

A contract begins April 1st and ends December 31st. The contract has been amended twice so far. The first amendment has an Amendment Start Date of June 1st. The second amendment has an Amendment Start Date of August 1st.

If the current date is October 1st, what is the earliest possible Amendment Start Date for a third amendment?

- A. January 1st
- B. April 1st
- C. October 1st
- D. August 1st

Correct Answer: C

QUESTION 5

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

QUESTION 6

Universal Containers has four Price Rules, each with differing Calculator Evaluation Events and Evaluation Orders. Which rule will evaluate first?

- A. Rule C with Evaluation Order of 20, and Calculator Evaluation Event of Before Calculate



- B. Rule B with Evaluation Order of 20, and Calculator Evaluation Event of On Initialization
- C. Rule D with Evaluation Order of 5, and Calculator Evaluation Event of On Calculate
- D. Rule A with Evaluation Order of 10, and Calculator Evaluation Event of Before Calculate

Correct Answer: B

QUESTION 7

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- A. The user calculates a Quote.
- B. The user selects a Configuration Attribute value for a Product
- C. The user saves the Quote.
- D. The user selects a Product for the Quote.

Correct Answer: D

QUESTION 8

Universal Containers sells a subscription service priced as follows: Which setup should the Admin implement for this pricing model?

- A. One discount schedule with five discount tiers
- B. Five block price records
- C. Two block price records and one discount schedule with three discount tiers
- D. Five block price records and one discount schedule with five discount tiers

Correct Answer: C

QUESTION 9

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. The Save or Quick Save buttons are clicked.
- B. Override values are subject to Discount Schedule updates made by the Admin.
- C. The Opportunity status has changed to Proposal/price Quote.



D. The Quote status has changed to Approved.

Correct Answer: A

"When sales reps save changes in the discount schedule editor, a clone of the original discount schedule is saved and used only for this one quote. The source discount schedule remains untouched. Cloned discount schedules have a lookup field to the original in case sales reps want to revert. They also have lookups to the quote and account records. Lastly, they have a checkbox field named User Defined that is checked, making it easy to identify custom discount schedules."

QUESTION 10

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big. What should the Admin do to resize the image and to maximize image quality?"

- A. Wrap the image in a span tag and resize using CSS.
- B. Add HTML height and width attributes in the img tag."
- C. Resize in an image editor outside of Salesforce.
- D. Use inline CSS height and width properties in the img tag.

Correct Answer: C

QUESTION 11

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 with Search Filters that targets the Product Selection page to show only the ten Products.
- C. Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.
- D. Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.

Correct Answer: B

QUESTION 12

Universal Containers has developed a new subscription Product that will replace another subscription Product.

The admin needs to ensure:

- 1.



Only the new Product can be added to new Quotes.

2.

Contracts with the old Product can be amended.

3.

Renewals will be created with the replacement Product.

Which two actions should the admin take to meet the requirements? Choose 2 answers

- A. Uncheck the Active field on all Price Book entries for the old Product.
- B. Set the Renewal Product field on the old Product to lookup to the new Product.
- C. Update the SBQQ__Product__c field on the Subscriptions that need to be renewed.
- D. Make the Product unavailable by unchecking the Active field on the old Product.

Correct Answer: BC

QUESTION 13

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

- A. Select the Required checkbox on each Product Option in the Bundle.
- B. Select the Hidden checkbox on the Bundled Product record.
- C. Select Add as the Option Selection Method on the Bundle product.
- D. Select Click as the Option Selection Method on the Bundle product.

Correct Answer: C

QUESTION 14

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the Admin set up these requirements for the users?

- A. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- B. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for support.
- C. Set Max Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- D. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for



support.

Correct Answer: B

QUESTION 15

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes. Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Configuration Attributes.
- B. Product Options.
- C. Product Features.
- D. Option constraints.

Correct Answer: A

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