



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.geekcert.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

The Admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The Admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quotes Lines for Product A, the item the customer purchased previously?

- A. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.
- B. Create a Summary Variable summing the quantity of the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.
- C. Create a Summary Variable summing the quantity of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- D. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.

Correct Answer: A

QUESTION 2

Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription. Which two actions should the admin take to set this product up so it can be renewed or last perpetually? Choose 2 answers

- A. Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.
- B. Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- C. Set the product up to use the Renewable value in the Subscription Type field.
- D. Create a workflow rule to check the Evergreen checkbox on the generated contract.

Correct Answer: AB

QUESTION 3

Universal Containers designates all miscellaneous components with a Product Family that equals MISC. The admin wants to automatically exclude these components from the output document.

What should the admin do to meet this requirement?



- A. On the Quote Template record, set the Show Bundled Products checkbox to False.
- B. On the Quote Template record, set the Show All Package Products checkbox to True.
- C. On the Template Section record, set filter fields to Product Family, Not Equals, and MISC.
- D. On each Product record with a family set to MISC, set the Component checkbox to True.

Correct Answer: A

QUESTION 4

Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sales wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.

What is the most efficient method for the CPQ special to meet the business requirement?

- A. Create a formula field that leverages the IMAGE function.
- B. Create an integration between the CMS and Salesforce.
- C. Create a Rich-Text Area field and store the image value.
- D. Create a Hyperlink field that stores the URL of the image.

Correct Answer: C

QUESTION 5

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote. The Subscription Term is 24 months. The Product's Default Subscription Term is 12 months. The Quantity Is 10. The List Unit Price is \$120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step in the standard price waterfall?

- A. Regular Unit Price: \$108.00 Customer Unit Price: \$168.00 Net Unit Price: \$156.00
- B. Regular Unit Price: \$216.00 Customer Unit Price: \$168.00 Net Unit Price: \$156.00
- C. Regular Unit Price: \$108.00 Customer Unit Price: \$86.40 Net Unit Price: \$82.08
- D. Regular Unit Price: \$216.00 Customer Unit Price: \$172.80 Net Unit Price: \$164.16

Correct Answer: D

[CPQ-SPECIALIST VCE Dumps](#)

[CPQ-SPECIALIST Practice Test](#)

[CPQ-SPECIALIST Exam Questions](#)