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QUESTION 1

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. Before Calculate and On Calculate
- B. After Calculate
- C. On Calculate
- D. On Calculate and After Calculate

Correct Answer: B

QUESTION 2

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the

discount automatically. The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- B. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- C. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- D. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.

Correct Answer: A

QUESTION 3

Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes. How can this agreement be configured to set the Regular Price for this customer?

- A. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- B. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.



C. Create a Discount Schedule and add it to the Discount Schedule field on Product A.

D. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.

Correct Answer: B

QUESTION 4

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

A. Set Pricing Method to Fixed Price on the Product record.

B. Set Non-Discountable to True on the Product record.

C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.

D. Set Pricing Method to Block on the Product record.

E. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

Correct Answer: BDE

QUESTION 5

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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