

[Sep-2024 CPQ-Specialist Dumps are Available for Instant Access from DumpsMaterials [Q33-Q55]



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Salesforce CPQ-Specialist (Salesforce Certified CPQ Specialist) Exam is designed to test the knowledge and skills of professionals in the area of Salesforce CPQ. CPQ-Specialist exam is ideal for individuals who are responsible for managing and implementing Salesforce CPQ solutions. In CPQ-Specialist exam, candidates are required to demonstrate proficiency in areas such as product configuration, pricing, quoting, and contract management.

Salesforce CPQ-Specialist certification is a valuable asset for any Salesforce professional seeking to enhance their credentials and establish their expertise in the field. With the right preparation and experience, you can join the elite group of Salesforce professionals who hold this certification, and unlock numerous opportunities for professional growth and development. So, if you are a Salesforce expert, don't miss this chance to take your career to the next level by becoming a Salesforce Certified CPQ Specialist.

NO.33 While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

- * The org is using legacy amendment and renewal service.
- * A Product Rule is preventing the Additional Discount from being edited.
- * Additional Discount is a locked field on amendment Quotes.
- * The Non Discountable field is marked True on the Product record for the Quote Line.

NO.34 The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- * Move the Clone and Delete actions into the Quote Line Editor drawers.
- * Change the Actions Column Placement in package settings to Left.
- * Update the Custom Action Location to left.
- * Set a lower value in the Display Order field in the Custom Action record.

NO.35 Universal Containers sells a monthly subscription service with banded pricing:

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which pricing method should the Admin Select for this service?

- * Tiered
- * Segmented
- * List
- * Block

NO.36 Universal Containers has a Product Family of 'Software'. When a Configuration Attribute in their bundle is set to 'Minimum'; all Software products should be hidden with a Product Rule. Which configuration of conditions and actions should the Admin use to enable this?

- * An Error Condition should be set up to compare the static value, 'Minimum'; against the Configuration Attribute. A Product Action, using the Filter Field, should be used to hide the Products.
- * An Error Condition should be set up to compare the static value, 'Minimum'; against the Configuration Attribute. A Product Action should be set up for each Product that needs to be hidden.
- * Two Error Conditions should be defined: one to check the Product Family value on the Product Option record, and one to check the Configuration Attribute. No Actions are Required.
- * An Error Condition should be set up to check the Product Family value on the Product Option record. A Product Action, using the Filter Field, should be used to hide the Products.

NO.37 A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.

How should the user achieve this?

- * Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original

Quote Lines to a Quantity of zero.

- * Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- * Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.
- * Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price

NO.38 Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- * Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- * Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- * Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- * Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.

NO.39 Universal Containers has four Price Rules with different Calculator Evaluation Events and Evaluation Orders.

Which rule will evaluate first?

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

NO.40 Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line.

Which property must be present on the additional Quote Line to create a Subscribed Asset at the time of Contract generation?

- * Subscription Pricing equals Percent Of Total
- * Package equals True
- * Pricing Method equals Percent of Total
- * Bundled equals True

Explanation/Reference: https://help.salesforce.com/articleView?id=cpq_percent_of_total.htm&type=5

NO.41 UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

- * Pricing Method set to Percent of Total and Subscription Pricing blank
- * Pricing Method set to Custom and Subscription Pricing set to Custom
- * Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- * Pricing Method set to List and Subscription Pricing set to Percent of Total

NO.42 Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- * One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.

— One Price Action to inject the value 10 into the Quantity field

— One Price Action to inject the value 50 into the List Unit Price field

* — One Price Condition using a Summary Variable counting Product A to verify that Product A is selected

— One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10

— One Price Action to inject the value 50 into the List Unit Price field

* — One Price Condition verifying that the SBQQ_ProductName_c field on the Product Option object is equal to “Product A”

— One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10

— One Price Action to inject the value 50 into the List Unit Price field

* — One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10

— One Price Action to inject the value 10 into the Quantity field

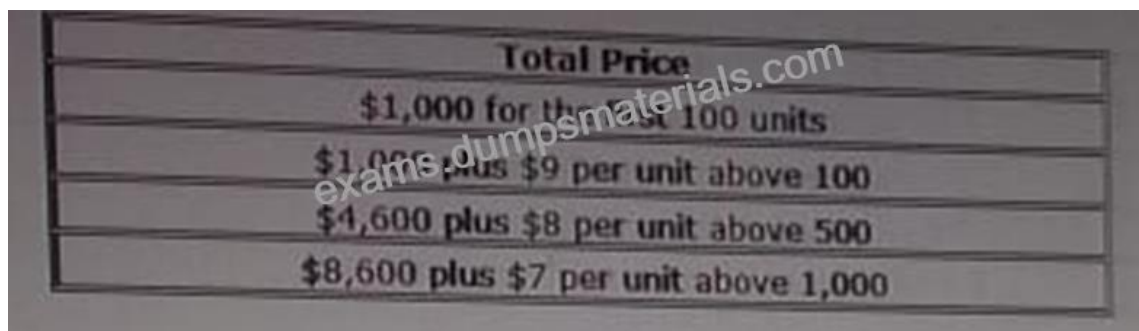
— One Price Action to inject the value 50 into the List Unit Price field

NO.43 “UC sells Product A with a tiered pricing model using a discount schedule with three discount tiers. They signed an agreement with their client ACME Tools that give this client a 50% discount on Product A with a flat rate for next calendar year.

Which set of actions would meet these requirements?

- * Create a price book specific to ACME Tools with a price book entry at half the price for Product A and create a workflow rule that assigns this price book to all opportunities for ACME Tools.—
- * Create a price rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote lines for Product A when the account associated with the quote is ACME Tools.
- * Create a discount schedule with a single discount tier at 0% discount and associate it with a contracted price giving 50% discount to Product A on the ACME Tools account record.
- * Create a price rule that applies the 50% discount to the list price and injects it into the Customer Price field on the quote line when the account associated with the quote is ACME Tools.

NO.44 Universal Containers Sells a monthly subscription service with tiered pricing:



Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which two pricing configurations meet these requirements?

Choose two answers

- * Block pricing with slab Discount Schedule
- * List pricing with lookup price Rule
- * List pricing with slab Discount Schedule
- * Block pricing with overage
- * Block pricing with range Discount Schedule

NO.45 Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

* Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.

* Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000, Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied.

5 the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

* * Product A Prorate Multiplier = 0,5

* Product A Net Total = \$270,000

* Product B Prorate Multiplier = 18

* Product B Net Total = \$540,000

* * Product A Prorate Multiplier = 0,5

* Product A Net Total = \$270,000

* Product B Prorate Multiplier = 18

* Product B Net Total = \$36,000

* * Product A Prorate Multiplier = 0,5

* Product A Net Total = \$270,000

* Product B Prorate Multiplier = 1

* Product B Net Total = \$360,000

NO.46 The Admin wants to display specific customer information from the Account object onto the output document. Which object should this information be referenced on to be pulled into an HTML Template Content record?

- * Quote Line
- * Quote
- * Opportunity
- * Template

NO.47 Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

*The original Subscription

*The first amended Subscription

*The second amended Subscription

* 120, -20, 40

* 100, -20, 40

* 100, 80, 120

* 80, 0, 40

NO.48 An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- * The value from the second record sorted alphabetically by Name is applied to the Target Field.
- * The Target Field maintains its original value and an error message appears in the Quote Line Editor.
- * The value from the record that was created most recently is applied to the Target Field.
- * The value from the first record sorted alphabetically by Name is applied to the Target Field.

NO.49 An admin has set the Group ReW on one of the Quote templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

- * Modified By field on the users Quote was last modified before the new Quote Template was implemented.
- * Bundles on Quote A contain a Configuration Attribute designating location.
- * There are Quote Line Groups related to Quote A.
- * Template Section with Template Content of Line Items type has a value in Group Field.

NO.50 Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- * Add a partner to the Partner on the Quote record.
- * Create a Contracted Price record related to an Account record.
- * Populate the Generate Contracted Price field on a Quote record.
- * Generate a Contracted Price via the Contracted checkbox on the Quote record

NO.51 User A at Universal Containers has an active quote with Company A. Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- * The User must press Refresh Prices to see the effect.
- * The quote line for this product has Non Discountable checked.

- * The contracted price is only applied when adding a product.
- * The User must set Allow Contracted Prices on their quote.

NO.52 Universal Containers wants to have quantity requirements for certain Product Options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product.

How should the Admin set this up in the bundle to meet the requirement?

- * Select the Multiplier checkbox on the Bundle.
- * Select Component as the Type field on the Product Option.
- * Select the Quantity Editable checkbox on the Product Option.
- * Select the Bundled checkbox on the Product Option.

NO.53 Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Upper	Lower	Discount
First level	1	11	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- * \$1,050.00
- * \$1,725.00
- * \$1,700.00
- * \$1,575.00

NO.54 An Admin has set up a Quantity Editable Product. The user can add the product to the Quote and adjust the Quantity on the Quote Line. When the user navigates to the Opportunity and inspects to the Opportunity Product, the user only sees the Quantity on 1 on the Opportunity Product.

What are two reasons why the Opportunity Product record has a Quantity of 1? Choose 2 answers

- * The Product has an associated Slab Discount Schedule.
- * The Product's Default Quantity field value is equal to 1.
- * The Product's Pricing Method field value is equal to Block.
- * The Product is associated to a Product Option with the Type field value equal to Component.

NO.55 Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- * All Products with Price Book Entries in all Active Currencies.
- * All Products with Price Book Entries when Dated Exchange Rates are enabled.
- * All Products with Price Book Entries with a positive Price.
- * All Products with Price Book Entries in the Opportunity/Quote Currency.

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