

**Salesforce Certified CPQ Specialist****Time Remaining : 01:43:36****1 of 65.** Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote Line field values:

- List Price: \$100
- Quantity: 5

Discount Schedule field values:

- Type: Slab
- Discount Unit: Percent

Discount Tiers:

| Tier Name | Lower Bound | Upper Bound | Discount |
|-----------|-------------|-------------|----------|
| Tier 1    | 0           | 3           | 0%       |
| Tier 2    | 3           | 6           | 10%      |
| Tier 3    | 6           | blank       | 20%      |

- A. ☐ \$450.00
- B. ☐ \$500.00
- C. ☐ \$470.00
- D. ☐ \$480.00

**C**☐ Mark this item for later review

## Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:43:28

2 of 65. Universal Containers wants to make sure that Product Option A is added when Product B is being configured and sold. Sales reps should be unable to remove Product Option A.

Which field should be set for the Product Option A?

- A. ☐ Bundled
- B. ☐ Required
- C. ☐ Quantity Editable
- D. ☐ Selected

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:43:22

3 of 65. The admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the admin noticed that the Price Action failed to populate the custom field. The admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the admin ensure this custom field can be referenced by the Calculator?

- A. ☐ Rename the custom field label, then recreate the Price Action to reference the new field label.
- B. ☐ Re-execute the Post Install Script in Package Settings to ensure the Calculator Referenced Fields are up-to-date.
- C. ☐ The admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.
- D. ☐ Revoke the Advanced Calculator and re-authorize the Calculation Service.

# B

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:43:18

4 of 65. When Product A is added to a Primary Quote, sales reps can view the Quote Line and make adjustments. However, an Opportunity Line Item is missing for Product A after the Primary Quote has been saved.

What are two possible causes for this behavior?

Choose 2 answers

- A. ☐ Product A has "Component" set to TRUE.
- B. ☐ Product A has "Exclude From Opportunity" set to TRUE.
- C. ☐ Product A has "Hidden" set to TRUE.
- D. ☐ Product A has "Optional" set to TRUE.

☐ Mark this item for later review.

# AB

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



Windows  
to activate Windows.



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:43:11

5 of 65. What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step?

Choose 2 answers

- A. ☐ Smart Approvals can exclude group members below the approval threshold.
- B. ☐ All group members must approve.
- C. ☐ Approval must be obtained from one group member at a time.
- D. ☐ Any group member may approve.

# BD

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:43:04

6 of 65. Universal Containers (UC) has an upcoming user conference that UC wants to promote to its customers. The admin has created a Product Selection Rule to automatically add a Conference Pass Product to all new Quotes.

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

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

☐ Mark this Item for later review.

# C

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:43:00

7 of 65. An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

How should the admin meet this requirement?

- A. ☐ Create a Quote formula field named StartSegmented\_\_c that returns 0.
- B. ☐ Set the Product's Default Pricing Table to Standard.
- C. ☐ Set the Price Dimension's Type to One-Time.
- D. ☐ Set the Display Order of the Desegment Line action to 1.

☐ Mark this item for later review.

C

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:55

8 of 65. Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options in the same level.

How should the admin set this up?

- A. ☐ Set the Percent of Total Scope field on the Product Option record to a value of Group.
- B. ☐ Set the Percent of Total Scope field on the Product Option record to a value of Package.
- C. ☐ Set the Percent of Total Category field on each Product in the bundle to the same value.
- D. ☐ Set the Percent of Total Scope field on the Product Option record to a value of Components.

# D

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:49

9 of 65. In what way does Smart Approvals expedite the approval process?

- A. ☐ Rejected Quotes that are resubmitted within previously approved values go directly to the person who rejected them.
- B. ☐ Quotes within defined thresholds will be automatically approved.
- C. ☐ Quotes with multiple steps in the approval chain go directly to the highest approver required.
- D. ☐ Approving a Quote will auto-approve any lesser-discount Quotes related to the same Opportunity.

☐ Mark this item for later review.

# A

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:44

10 of 65. How should an admin enable renewal uplift on an Account?

- A. ☐ Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.
- B. ☐ Update the Markup (%) field on the Renewal Quote.
- C. ☐ Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- D. ☐ Change the Renewal Pricing Method to Same on the Account.

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:40

11 of 65. An admin wants to set up a bundle product so a user can view all available options and selected options by scrolling in a single page.

Which updates should the admin make to meet this requirement?

- A. ☐ Create Features related to the parent Product and assign all Options to one of the created Features.
- B. ☐ Update Option Layout on the parent Product record to Sections.
- C. ☐ Create Features related to the parent Product and assign each Feature the Option Selection Method of Dynamic.
- D. ☐ Update Option Layout on the parent Product record to Wizard.

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

# B

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:36

12 of 65. When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135.

If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

- A. ☐ Set the Unit Price field on the processor Product Option to a value of 180.
- B. ☐ Set the Discount % field on the processor Product Option to 10%.
- C. ☐ Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.
- D. ☐ Set the Bundled checkbox to True.

☐ Mark this item for later review.

# B

&lt; Back

Next &gt;

Review All

Submit Exam

Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:32

- 13 of 65. Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the admin do to meet this requirement?

- A. ☐ Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- B. ☐ Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- C. ☐ Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- D. ☐ Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.

C

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:27

14 of 65. What is the correct order of data import to load Products and Product bundles in CPQ?

- A. ☐ Product Features, Product, Product Options, Option Constraints
- B. ☐ Product Option, Product Feature, Product, Option Constraints, Configuration Attributes
- C. ☐ Product, Product Features, Product Options, Option Constraints, Configuration Attributes
- D. ☐ Product Rules, Error Conditions, Configuration Rules, Product Action

# B

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:21

15 of 65. An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A. ☐ Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.
- B. ☐ Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- C. ☐ Create a Flow to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.
- D. ☐ Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.

☐ Mark this item for later review.

# C

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:15

16 of 65. 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?

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

# D

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials





# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:42:11

**17 of 65.** An admin has created a Flow to automatically generate the renewal Opportunity and Quote when a user activates the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription products.

What should the user see on the renewal Quote?

- A. ☐ Optional products from the original Quote will pull into the renewal.
- B. ☐ The renewal Quote start date will be the Contract end date plus one day.
- C. ☐ All Quote Line items will be pulled through from the original Quote.
- D. ☐ Additional discounts from the original Quote will automatically populate on the renewal.

# D

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

**KRYTERION™**

Version: 18.0.0



partner

**Salesforce Certified CPQ Specialist****Time Remaining : 01:42:01**

- 18 of 65.** 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. ☐ Create Block Pricing records on the Product for each quantity tier with a different price for each tier.
- B. ☐ Set Pricing Method to Fixed Price 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. ☐ Set Non Discountable to True on the Product record.

☐ Mark this item for later review.

## Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

**ADE**

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:49

- 19 of 65. Universal Containers (UC) sells Product A for an initial, fixed price without the need for renewal behavior. UC must be able to track an individual serial number on the Asset record for each Product A sold.

Which Product field value should the admin set up to handle this use case?

- A. ☐ Subscription Price: List Price
- B. ☐ Subscription Type: One-Time
- C. ☐ Asset Conversion: One Per Unit
- D. ☐ Asset Conversion: One Per Line

# B

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:43

- 20 of 65. When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A.

Which settings should be used on the Price Rule to meet these requirements?

- A. ☐ Evaluation Scope = Calculator  
Calculator Evaluation Event = Edit
- B. ☐ Evaluation Scope = Configurator  
Configurator Evaluation Event = Edit
- C. ☐ Evaluation Scope = Calculator  
Calculator Evaluation Event = Save
- D. ☐ Evaluation Scope = Configurator  
Configurator Evaluation Event = Save

☐ Mark this item for later review.

# A

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:38

**21 of 65.** A user has created two Quotes related to an Opportunity. The user has changed the Primary Quote by checking the Primary checkbox on the non-Primary Quote. After performing this action, the amount of the Opportunity fails to update and the Quote Lines fail to sync to the Opportunity.

What is the root cause of this issue?

- A. ☐ Twin fields between the Quote Line and the Opportunity Product need to be set up.
- B. ☐ The Primary field on the Quote is missing from the Quote object's Calculating Fields field set.
- C. ☐ Primary Quote Keeps Opportunity Products is set to FALSE in the Installed Package Settings.
- D. ☐ The triggers have been disabled in the Installed Package Settings.

# A

☐ Mark this Item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



Windows  
Click here to activate Windows.



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:33

22 of 65. Which two scenarios can be supported using Amendments?

Choose 2 answers

- A. ☐ Add new Products; co-terminate to existing Contract.
- B. ☐ Add new Products; use different End Date from existing Contract.
- C. ☐ Change quantities of existing Products; maintain same discounts as original Quote.
- D. ☐ Change quantities of existing Products; apply different discounts than original Quote.

☐ Mark this Item for later review.

# AD

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:25

23 of 65. An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- A. ☐ Asset and Order Product
- B. ☐ Asset
- C. ☐ Asset and Opportunity Product
- D. ☐ Order Product

☐ Mark this Item for later review.

# B

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



Windows  
to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:20

24 of 65. 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?

- A. ☐ Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.
- B. ☐ 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.
- C. ☐ 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 Book ID to generate Amendment Lines with new prices.
- D. ☐ 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.

☐ Mark this Item for later review.

# A

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



Windows  
to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:15

25 of 65. Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. ☐ Update Percent of Total Category on the hardware products to Hardware.
- B. ☐ Update Percent of Total Target on Warranty to Standard Warranty.
- C. ☐ Update Percent of Total Base on Warranty to Net Price.
- D. ☐ Update Percent of Total (%) on the hardware products to 10.

C

☐ Mark this Item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



Windows  
Click here to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:11

**26 of 65.** 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.

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials





# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:41:06

27 of 65. An admin wants to set up a product bundle that dynamically generates SKUs depending on what users choose during the selling process.

Which three fields are required for this type of configuration?

Choose 3 answers

- A. ☐ Configured Description Pattern
- B. ☐ Component Description Position
- C. ☐ Component Code
- D. ☐ Configured Code Pattern
- E. ☐ Component Code Position

☐ Mark this item for later review.

# CDE

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:59

28 of 65. 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 way to manage its Product bundle without having to maintain additional Product Options.

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

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

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:53

29 of 65. The admin at Universal Containers wants to add some Maintenance and some Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products.

How should the admin set up the bundle to meet both requirements?

- A. ☐ Create two Product Options: Maintenance and Support. The Maintenance Option will always display first, due to alphabetical ordering.
- B. ☐ Create two Product Features: Maintenance and Support. The Support Feature should have a lower value in the Number field.
- C. ☐ Create two Product Features: Maintenance and Support. The Maintenance Feature will always display first, due to alphabetical ordering.
- D. ☐ Create two Product Options: Maintenance and Support. The Support Option should have a lower value in the Number field.

☐ Mark this item for later review.

# B

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:48

30 of 65. 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 pricing method should the admin select for this service?

- A. ☐ List
- B. ☐ Segmented
- C. ☐ Tiered
- D. ☐ Block

# D

☐ Mark this item for later review.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:41

31 of 65. An admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the admin change to meet the business requirement?

- A. ☐ Set the Account field Renewal Model to Asset Based.
- B. ☐ Set the Product field Asset Conversion picklist to One per Unit.
- C. ☐ Set the Product field Asset Amendment Behavior picklist to Allow Refund.
- D. ☐ Set the CPQ Package setting Renewal Model to Asset Based.

# B

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:36

32 of 65. Subscription Product A has a Subscription Term of 6, a List Price of \$100, and a Ranged Discount Schedule. A user has added this Product to a Quote with a Term of 12. The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Price in this scenario?

- A. ☐ Regular Price of \$75
- B. ☐ Regular Price of \$200
- C. ☐ Regular Price of \$100
- D. ☐ Regular Price of \$150

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:27

33 of 65. Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A. ☐ Subscription Term Unit: Month  
Subscription Prorate Precision: Day
- B. ☐ Subscription Term Unit: Month  
Subscription Prorate Precision: Monthly + Daily
- C. ☐ Subscription Term Unit: Day  
Subscription Prorate Precision: Day
- D. ☐ Subscription Term Unit: Month  
Subscription Prorate Precision: Month

# D

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:22

34 of 65. Universal Containers has a high volume of contracts that are renewed each year. Recently, a number of orders have failed to generate a contract despite those orders being activated and containing subscription-based products.

Where should the admin look to identify the source of the error?

- A. ☐ Paused & Failed Flow Interviews
- B. ☐ Apex Jobs
- C. ☐ Debug Logs
- D. ☐ Record Jobs

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:16

35 of 65. Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor.

Which Salesforce CPQ functionality will satisfy this requirement?

- A. ☐ Custom Action with Search Filter
- B. ☐ Product Rules of filter type
- C. ☐ Custom page security plug-in script
- D. ☐ Price Rules

☐ Mark this Item for later review.

# A

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:12

36 of 65. Universal Containers is utilizing Lookup Price Rules to pull Daily Rate values from the Rental Rates object. After activating the Price Rule, the admin notices the Daily Rate value remains blank, but the user is still able to save the quote.

Which aspect of the Price Rule should the admin review to identify the underlying issue?

- A. ☐ Confirm the Price Conditions of the Price Rule are configured accurately based on expected behavior.
- B. ☐ Confirm the API Name selected in the SBQQ\_\_LookupObject\_\_c field on the Price Rule record is inputted accurately.
- C. ☐ Confirm the Lookup Queries of the Price Rule are configured to pull only a single referenced value from the Lookup object.
- D. ☐ Confirm the Tested Field(s) referenced in the Lookup Queries of the Price Rule exist on the Lookup object.

☐ Mark this item for later review.

# B

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials





# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:07

**37 of 65.** An admin has a requirement within a specific bundle to ensure that Product B is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked.

What does the admin need to adjust so the Product Rule fires as expected?

- A. ☐ Set Apply Immediately to True on Product Option record for Product A.
- B. ☐ Set System field to True on Product Option record for Product B.
- C. ☐ Set System field to True on Product Option record for Product A.
- D. ☐ Set Apply Immediately to True on Product Option record for Product B.

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:40:02

**38 of 65.** Cloud Kicks (CK) uses Salesforce CPQ to streamline its sales process for customers, partners, and distributors. As part of CK's implementation, sales reps are able to specify a Partner Discount within the Quote Line Editor.

Sales reps are reporting the Quote and Quote Lines' prices fail to recalculate automatically after a value is entered or changed in the Partner Discount field. The reps must press the Save or Quick Save button manually to trigger the calculation instead.

How can the consultant ensure the real-time calculation is triggered in response to field changes within the Quote Line Editor?

- A. ☐ Ensure the ChannelDiscountsOffList\_\_c field value is set to 1.
- B. ☐ Enable the Partner Discount in the Calculating Fields field set.
- C. ☐ Ensure the ApplyPartnerDiscountFirst\_\_c field value is set to 1.
- D. ☐ Enable the Calculate Immediately field on the Pricing and Calculation tab.

# C

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:57

39 of 65. Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- A. ☐ Add a Cost Discount Schedule to the Product's Discount Schedule related list.
- B. ☐ Use a Price Rule to set the Cost field on the Quote Line.
- C. ☐ Create a custom Cost field on the Price Book Entry object.
- D. ☐ Create a Cost record in the Product's Costs related list.

# D

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:52

40 of 65. Universal Containers (UC) has a required Configuration Attribute for Color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the admin need to create the Color field to meet this requirement?

- A. ☐ Product, Product Option
- B. ☐ Quote Line, Asset
- C. ☐ Product, Quote Line
- D. ☐ Product Option, Quote Line

# D

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:48

**41 of 65.** 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 following records:

- The original Subscription
- The first amended Subscription
- The second amended Subscription

- A. ☐ 80, 0, 40  
B. ☐ 100, 80, 120  
C. ☐ 120, -20, 40  
D. ☐ 100, -20, 40

# B

☐ Mark this Item for later review.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:41

**42 of 65.** 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.

Which CPQ functionality can the admin leverage to meet this requirement?

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

# B

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Windows  
to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:36

**43 of 65.** Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based on the Start Dates.

How can a CPQ specialist meet this business requirement?

- A. ☐ Set the Order By picklist on the Quote to SBQQ\_\_StartDate\_\_c, and the Ordered checkbox to True.
- B. ☐ Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- C. ☐ Set both the Order by Quote Line Group and Ordered checkboxes to True.
- D. ☐ Separate Quotes must be created for each unique Start Date.

☐ Mark this item for later review.

# A

&lt; Back

Next &gt;

Review All

Submit Exam

Windows

Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:32

44 of 65. When amending a contract, users have reported that the net pricing of some products is incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause?

- A. ☐ The products have a Discount Schedule and Cross Order is unselected.
- B. ☐ The Revised Quantity has been set on the Subscription record.
- C. ☐ A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- D. ☐ A Price Rule is firing On Calculate and changing the Effective Quantity.

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:28

- 45 of 65. Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to re-distribute Order Products from one Order to another.

What are two considerations the CPQ admin must take into account to meet the requirement?

Choose 2 answers

- A. ☐ Ensure the sales rep has Modify All in their profile.
- B. ☐ Ensure the CPQ Orders package setting "Allow Multiple Orders" is selected.
- C. ☐ Ensure the sales rep is listed as the owner of the Order.
- D. ☐ Ensure the Edit Order Products button is exposed in the Order Page Layout.

☐ Mark this item for later review.

# BC

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



Windows  
to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:18

46 of 65. Universal Containers wants to show a custom text field with the API name Additional\_Text\_\_c on the Quote Document. This field already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. ☐ {!Quote.Additional\_Text\_\_c}
- B. ☐ {!SBQQ\_\_Quote\_\_r.Additional\_Text\_\_c}
- C. ☐ {!Quote\_\_r.Additional\_Text\_\_c}
- D. ☐ {!SBQQ\_\_Quote\_\_c.Additional\_Text\_\_c}

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:14

**47 of 65.** Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirement?

- A. ☐ Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.
- B. ☐ Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ\_\_QuotePricebookId\_\_c on the Opportunity.
- C. ☐ Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- D. ☐ Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.

☐ Mark this item for later review.

# A

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:39:10

**48 of 65.** Universal Containers requires a specific level of approval 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 update a field used to flag this Quote Line for approval. The user has to click Calculate twice for the field to update.

What is the most likely cause of the issue?

- A. ☐ The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it is evaluated.
- B. ☐ The referenced formula field contains date/time data information that is unsupported, so the Price Rule fires sporadically.
- C. ☐ 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.
- D. ☐ The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

**KRYTERION™**

Version: 18.0.0



partner

**Salesforce Certified CPQ Specialist****Time Remaining : 01:39:05****49 of 65.** Universal Containers allows clients to negotiate a discount for Product A until a specified date upon Contract activation.

Which three fields on the Contracted Price record should be configured to satisfy this requirement?

Choose 3 answers

- A. ☐ Product
- B. ☐ Expiration Date
- C. ☐ Contract
- D. ☐ Discount
- E. ☐ Effective Date

☐ Mark this item for later review.**ABD**

&lt; Back

Next &gt;

Review All

Submit Exam

## Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0

- 50 of 65. Universal Containers has three different range discount schedules. All three have a reference to Product A through the objects shown below. Product A is an option in a bundle and has a list price of \$100.

| Discount Schedule Name               | Tiers |       |       |     | Object Reference |
|--------------------------------------|-------|-------|-------|-----|------------------|
|                                      | Name  | Lower | Upper | Amt |                  |
| Bronze Hardware Maintenance Discount | 1-10  | 1     | 11    | 5%  | Product Option   |
|                                      | 11-20 | 11    | 20    | 10% |                  |
|                                      | 21+   | 21    | -     | 20% |                  |
| Silver Hardware Maintenance Discount | 1-10  | 1     | 11    | 8%  | Product          |
|                                      | 11-20 | 11    | 21    | 12% |                  |
|                                      | 21+   | 21    | -     | 15% |                  |
| Gold Hardware Maintenance Discount   | 1-10  | 1     | 11    | 10% | Contracted Price |
|                                      | 11-20 | 11    | 21    | 15% |                  |
|                                      | 21+   | 21    | -     | 25% |                  |

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- A. ☐ \$1,320.00  
B. ☐ \$1,350.00  
C. ☐ \$1,275.00  
D. ☐ \$1,125.00

# A

## Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:38:30

- 51 of 65. Universal Containers offers a bundle with two Products. Product A should always be added. Product B should be included initially, but can be removed by the user.

What are two Option configurations that must be utilized for Product B to meet the requirement?

Choose 2 answers

- A. ☐ Set Quantity Editable to TRUE.  
B. ☐ Set Required to FALSE.  
C. ☐ Set Bundled to FALSE.  
D. ☐ Set Selected to TRUE.

☐ Mark this item for later review.

# AB

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



Windows  
to activate Windows.



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:38:23

- 52 of 65. Universal Containers requires sales reps to choose a Square Footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. ☐ Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- B. ☐ Create a Twin Field of the Square Footage field on the Asset and Subscription objects.
- C. ☐ Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- D. ☐ Create a Twin Field of the Square Footage field on the Quote Line object.

☐ Mark this Item for later review.

# B

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:38:17

53 of 65. Universal Containers (UC) has a Product Family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the admin configure so the Product Rule meets this requirement?

- A. ☐ An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.
- B. ☐ An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- C. ☐ An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- D. ☐ An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.

☐ Mark this item for later review.

# B

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:38:12

54 of 65. The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction.

How should an admin meet the requirement?

- A. ☐ Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.
- B. ☐ Create a custom checkbox, Show\_Discount\_\_c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.
- C. ☐ Create a custom field called HideAdditionalDiscount\_\_c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount\_\_c checked.
- D. ☐ Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount\_\_c and display it in the Quote Line Editor.

☐ Mark this item for later review.

# B

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

**Salesforce Certified CPQ Specialist****Time Remaining : 01:38:04**

**55 of 65.** Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what are the expected unit price values at each step in the price waterfall?

- A. ☐ • List Unit Price: \$150  
• Regular Unit Price: \$100  
• Customer Unit Price: \$90  
• Net Unit Price: \$90
- B. ☐ • List Unit Price: \$150  
• Regular Unit Price: \$150  
• Customer Unit Price: \$140  
• Net Unit Price: \$140
- C. ☐ • List Unit Price: \$150  
• Regular Unit Price: \$150  
• Customer Unit Price: \$100  
• Net Unit Price: \$90
- D. ☐ • List Unit Price: \$100  
• Regular Unit Price: \$100  
• Customer Unit Price: \$90  
• Net Unit Price: \$90

**A**☐ Mark this item for later review.

## Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:37:58

56 of 65. The admin at Universal Containers has created a Configuration Attribute in a bundle that allows the end user to choose a picklist field value. A Price Rule has been created in the calculator that will set a discount based on the chosen picklist field value. This discount should be applied on the bundle Product and its Options.

What should the admin do to confirm the Price Rule is working correctly when setting up the Configuration Attribute?

- A. ☐ Ensure that Apply Immediately has been set to TRUE.
- B. ☐ Ensure that Apply to Product Options has been set to TRUE.
- C. ☐ Ensure that the Default Object field is set to Quote Line.
- D. ☐ Ensure that the Configuration Attribute's Feature field is set to Null.

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



Windows  
Click here to activate Windows.



# KRYTERION™

*Version: 18.0.0*

partner

## Salesforce Certified CPQ Specialist

**Time Remaining : 01:37:53**

**57 of 65.** After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approvals functionality?

- A. ☐ Opportunity object
- B. ☐ CPQ Quote Line object
- C. ☐ Core Salesforce Quote object
- D. ☐ CPQ Quote object

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper

Written  
Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:37:47

58 of 65. Universal Containers wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level.

Which two steps should the admin take to fulfill this requirement?

Choose 2 answers

- A. ☐ Add Additional Disc. to the Line Editor Field Set on the Quote Line object.
- B. ☐ Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.
- C. ☐ Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.
- D. ☐ Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.

☐ Mark this item for later review.

# BD

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials



## Salesforce Certified CPQ Specialist

Time Remaining : 01:37:36

- 59 of 65. Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

|                               | Product A   | Product B        |
|-------------------------------|-------------|------------------|
| Subscription Pricing          | Fixed Price | Percent Of Total |
| Subscription Term             | 1           | 1                |
| Percent Of Total Target       |             | Product A        |
| Percent Of Total Base         |             | Net              |
| Percent Of Total (%)          | 0%          | 10%              |
| Include In Percent Of Total   | TRUE        | FALSE            |
| Exclude From Percent Of Total | FALSE       | TRUE             |

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. ☐ \$480.00  
B. ☐ \$240.00  
C. ☐ \$120.00  
D. ☐ \$0.00

B

☐ Mark this Item for later review.

Activate Windows  
Go to Settings to activate Windows.

## Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:37:29

60 of 65. Universal Containers restricts users from selling more than 10 different products within a specific Product Feature at once.

What should the admin set up to satisfy this requirement?

- A. ☐ An Error Condition in a Product Rule should be set up to validate that all Product Option's Quantity field is less than or equal to 10.
- B. ☐ The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- C. ☐ A value of 10 should be added to the Max Options field on the Feature record.
- D. ☐ A Summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

C

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:37:19

61 of 65. 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 Quote Lines for Product A, the Item the customer purchased previously?

- A. ☐ Create a Summary Variable summing the Quantity field on 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 field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- C. ☐ Create a Summary Variable counting 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.
- 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.

☐ Mark this item for later review.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# A

Activate Windows  
Go to Settings to activate Windows.



# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:37:12

62 of 65. Universal Containers has Products that should only be selected as part of a bundle.

How should the admin configure CPQ so users are unable to add this Product outside of a bundle?

- A. ☐ Remove the Product's Price Book Entry, then set Unit Price on the Product Option record.
- B. ☐ Create a Product Rule with a Remove action when the Product is sold à la carte.
- C. ☐ Ensure that the Component checkbox on the Product is set to TRUE.
- D. ☐ Ensure that the Configuration Event field on the Product is set to Always.

C

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:37:08

63 of 65. An admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with."

If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

- A. ☐ Sales reps can delete the text to ignore the filter.
- B. ☐ Sales reps can see the filter, but are unable to alter the filter text.
- C. ☐ Sales reps can change the operator from "starts with" to "contains."
- D. ☐ Sales reps can replace the text, but are unable to leave the required field blank.

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:37:02

64 of 65. Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

- A. ☐ Create a new Additional Document on the Quote Template for each PDF document.
- B. ☐ Create a new Template Section for each PDF document.
- C. ☐ Reference each PDF Document in Custom Template Content records.
- D. ☐ Select the correct Documents Folder from the Documents field on the Quote Template.

# A

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

Activate Windows  
Go to Settings to activate Windows.

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# KRYTERION™



Version: 18.0.0



partner

## Salesforce Certified CPQ Specialist

Time Remaining : 01:36:57

65 of 65. 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 Roll-Up 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 Group field.

☐ Mark this item for later review.

&lt; Back

Next &gt;

Review All

Submit Exam

### Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

# D

**Time Remaining : 00:47:27**

Your assessment responses are listed below. Asterisks(\*) next to the item number indicate you have marked that item for review. Click on the item number to return to the desired item. When you are ready to submit your assessment, click the 'Submit Exam' button below to submit your responses and end the assessment.

**Assessment Summary**

**Number of Items Answered:** 65  
**Number of Items Unanswered:** 0  
**Number of Items Marked for Review:** 0

**Answers**

|                         |                         |                         |                       |
|-------------------------|-------------------------|-------------------------|-----------------------|
| <a href="#">1. C</a>    | <a href="#">2. A</a>    | <a href="#">3. B</a>    | <a href="#">4. BA</a> |
| <a href="#">5. DB</a>   | <a href="#">6. C</a>    | <a href="#">7. C</a>    | <a href="#">8. D</a>  |
| <a href="#">9. A</a>    | <a href="#">10. A</a>   | <a href="#">11. B</a>   | <a href="#">12. B</a> |
| <a href="#">13. C</a>   | <a href="#">14. B</a>   | <a href="#">15. C</a>   | <a href="#">16. D</a> |
| <a href="#">17. D</a>   | <a href="#">18. ADE</a> | <a href="#">19. B</a>   | <a href="#">20. A</a> |
| <a href="#">21. A</a>   | <a href="#">22. DA</a>  | <a href="#">23. B</a>   | <a href="#">24. A</a> |
| <a href="#">25. C</a>   | <a href="#">26. A</a>   | <a href="#">27. CDE</a> | <a href="#">28. A</a> |
| <a href="#">29. B</a>   | <a href="#">30. D</a>   | <a href="#">31. B</a>   | <a href="#">32. C</a> |
| <a href="#">33. D</a>   | <a href="#">34. C</a>   | <a href="#">35. A</a>   | <a href="#">36. B</a> |
| <a href="#">37. A</a>   | <a href="#">38. C</a>   | <a href="#">39. D</a>   | <a href="#">40. D</a> |
| <a href="#">41. B</a>   | <a href="#">42. B</a>   | <a href="#">43. A</a>   | <a href="#">44. A</a> |
| <a href="#">45. CB</a>  | <a href="#">46. A</a>   | <a href="#">47. A</a>   | <a href="#">48. D</a> |
| <a href="#">49. BDA</a> | <a href="#">50. A</a>   | <a href="#">51. AB</a>  | <a href="#">52. B</a> |
| <a href="#">53. B</a>   | <a href="#">54. B</a>   | <a href="#">55. A</a>   | <a href="#">56. A</a> |
| <a href="#">57. A</a>   | <a href="#">58. BD</a>  | <a href="#">59. B</a>   | <a href="#">60. C</a> |
| <a href="#">61. A</a>   | <a href="#">62. C</a>   | <a href="#">63. A</a>   | <a href="#">64. A</a> |
| <a href="#">65. D</a>   |                         |                         |                       |

## Test Aids



Single Book



Multiple Books



Calculator



Pencil &amp; Paper



Written Materials

Activate Windows  
Go to Settings to activate Windows.