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Q&A

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Exam : Certified CPQ Specialist

Title : Salesforce Certified CPQ Specialist

Version : V12.02

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

Answer: D

2. Users at Universal Containers have reported when amending a contract, 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 their quantity is adjusted.

What is the likely cause?

- A. The Revised Quantity has been set on the Subscription record.
- B. The Products have a Discount Schedule and Cross Order is not selected.
- 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.

Answer: B

3. 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 a Quote with a Term of 12.

As a result, the Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Price in this scenario?

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

Answer: B

4. In what way does Smart Approvals expedite the approval process?

- A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- 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. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

Answer: D

5. In what way does Smart Approvals expedite the approval process?

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Answer: D