

SALESFORCE CERTIFIED CPQ SPECIALIST PRACTICE (SAMPLE)

STUDY GUIDE



**SAMPLE STUDY GUIDE
WITH LIMITED QUESTIONS**

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THE FULL VERSION STUDY GUIDE**

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

Questions

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- 1. Can a Lookup Query return a value to only be used within a Steelbrick managed field?**
 - A. False
 - B. True
 - C. Neither True nor False
 - D. Partially True

- 2. What is the main advantage of using a Quote Line Pricing field?**
 - A. To provide a uniform price across all products
 - B. To clarify the rationale behind pricing changes
 - C. To standardize how prices are calculated for each Quote Line
 - D. To eliminate the need for negotiation in pricing

- 3. How does Salesforce CPQ categorize "Internal" and "External" pricing?**
 - A. Internal pricing is customer-facing, while external pricing is for internal use
 - B. Internal pricing is aimed at employee discounts, external pricing is full price
 - C. Internal pricing is typically for internal use, while external pricing is customer-facing
 - D. Both pricing categories are the same

- 4. What are the key benefits of using Salesforce CPQ?**
 - A. Increased pricing accuracy, faster quote generation, improved sales processes
 - B. Reduced sales time, lower product costs, improved customer satisfaction
 - C. Higher marketing reach, easier product returns, enhanced product features
 - D. Increased inventory, reduced lead time, better supplier relationships

- 5. Which API name identifies a Steelbrick native field?**
 - A. SFDC__PricingMethod__c
 - B. SBQQ__PricingMethod__c
 - C. Custom__PricingMethod__c
 - D. PricingMethod__c

- 6. What does the "Non Discountable" checkbox do on a Quote Line?**
- A. Allows additional discounts to be applied
 - B. Ignores the price book for this line item
 - C. Prevents additional discounts from being applied
 - D. Locks the price for future modifications
- 7. What does the Pricing Method define in a product configuration?**
- A. The approach to apply discounts uniformly across products
 - B. The rules used to calculate product pricing
 - C. The guidelines for bundling products together
 - D. The method of determining product delivery costs
- 8. What role do configuration rules play in Salesforce CPQ?**
- A. They define the sales team's performance metrics.
 - B. They dictate how products can be configured for quotes.
 - C. They allow for automated approval processes.
 - D. They summarize all customer interactions.
- 9. Which feature helps ensure the accuracy of defined discounts in Salesforce CPQ?**
- A. Price Rules
 - B. Quote Templates
 - C. Discount Schedules
 - D. Product Bundles
- 10. What is the primary purpose of Salesforce CPQ?**
- A. To automate the customer feedback process
 - B. To streamline order processing
 - C. To streamline and automate the process of configuring product bundles, pricing them accurately, and generating quotes
 - D. To manage customer relationships

Answers

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1. A
2. C
3. C
4. A
5. B
6. C
7. B
8. B
9. C
10. C

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Explanations

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1. Can a Lookup Query return a value to only be used within a Steelbrick managed field?

- A. False**
- B. True
- C. Neither True nor False
- D. Partially True

A Lookup Query can return a value to any field, not just within a Steelbrick managed field. Option B may seem correct since Lookup Queries can return values to any field, but this does not mean that it can or should be limited to just Steelbrick managed fields. Option C and D are also incorrect as the question is specifically asking about a limitation to Steelbrick managed fields. Option D may seem like a possibility since Lookup Queries can partially return values for managed fields, but this is not the only case. Therefore, the correct answer is A False.

2. What is the main advantage of using a Quote Line Pricing field?

- A. To provide a uniform price across all products
- B. To clarify the rationale behind pricing changes
- C. To standardize how prices are calculated for each Quote Line**
- D. To eliminate the need for negotiation in pricing

The main advantage of using a Quote Line Pricing field lies in its ability to standardize how prices are calculated for each Quote Line. This standardization ensures that pricing is consistent across different products and services, contributing to reliable and predictable pricing structures for sales teams. By having a uniform methodology to determine prices for items on a quote, sales representatives can more easily generate quotes, reducing the likelihood of errors while ensuring that all calculations follow the established guidelines. This consistency is critical for organizations looking to streamline their sales processes, as it simplifies training for new sales members and enhances the overall customer experience. Customers appreciate transparency in pricing, and when prices are derived from standardized calculations, it fosters trust and clarity in the transaction process. In contrast, the other options might touch on aspects of pricing but don't address the core advantage of utilizing a Quote Line Pricing field as effectively. Providing uniform pricing, while beneficial, does not encapsulate the broader scope of standardization across all quote lines. Likewise, clarity behind pricing rationale is important, but it is not the fundamental purpose of the Quote Line Pricing field itself. Finally, eliminating negotiation altogether can lead to rigidity in pricing strategies, which may not align with every customer's needs or market conditions, underscoring why standardization of calculations

3. How does Salesforce CPQ categorize "Internal" and "External" pricing?

- A. Internal pricing is customer-facing, while external pricing is for internal use
- B. Internal pricing is aimed at employee discounts, external pricing is full price
- C. Internal pricing is typically for internal use, while external pricing is customer-facing**
- D. Both pricing categories are the same

Salesforce CPQ categorizes "Internal" and "External" pricing based on their intended audience and purpose. Internal pricing is specifically designed for internal stakeholders, often involving pricing structures that may not be offered to customers, such as pricing meant for employee situations or special internal promotions. Conversely, external pricing is aimed at customers and is typically what is presented in sales transactions, representing the pricing that customers see and interact with. This distinction is essential for businesses because it allows them to create tailored pricing strategies that fulfill different needs. Internal pricing can include discounts or special offers that are exclusive to employees or internal staff, enhancing their engagement and satisfaction. At the same time, external pricing is aligned with market rates and customer expectations, ensuring competitiveness in the marketplace. Understanding this differentiation helps companies utilize Salesforce CPQ effectively, as it allows for a strategic approach to pricing that meets the internal requirements for staff and the external needs for customer-facing transactions. This clear categorization supports effective sales operations while maintaining organization-wide pricing policies.

4. What are the key benefits of using Salesforce CPQ?

- A. Increased pricing accuracy, faster quote generation, improved sales processes**
- B. Reduced sales time, lower product costs, improved customer satisfaction
- C. Higher marketing reach, easier product returns, enhanced product features
- D. Increased inventory, reduced lead time, better supplier relationships

The choice highlighting increased pricing accuracy, faster quote generation, and improved sales processes encompasses the essential advantages of using Salesforce CPQ. Salesforce CPQ, or Configure, Price, Quote software, is designed specifically to streamline the quoting process for sales teams. Increased pricing accuracy ensures that quotes reflect the correct product configurations and pricing rules, thereby minimizing errors and potential revenue loss. Accurate pricing not only enhances the credibility of the sales team but also helps maintain customer trust. Faster quote generation is another critical benefit; businesses can produce quotes quickly, allowing sales representatives to respond to customer inquiries in a timely manner. This speed can significantly improve the sales cycle, leading to higher conversion rates. Improved sales processes arise from the integration of CPQ into the broader Salesforce ecosystem, providing sales teams with tools to automate and enhance their workflow. This integration means better collaboration, data sharing, and insights into customer needs, which ultimately lead to more effective selling strategies. The other choices do not align with the primary functions and advantages of Salesforce CPQ. For instance, reduced sales time and improved customer satisfaction are certainly positive outcomes but aren't specifically tied to the inherent capabilities of CPQ. Similarly, higher marketing reach and product returns pertain more to marketing and supply chain management than CP.

5. Which API name identifies a Steelbrick native field?

- A. SFDC_PricingMethod__c
- B. SBQQ_PricingMethod__c**
- C. Custom_PricingMethod__c
- D. PricingMethod__c

The correct answer is B. SBQQ_PricingMethod__c. In CPQ (Configure Price Quote) implementations with Salesforce, Steelbrick CPQ uses the namespace prefix SBQQ to identify its custom objects and fields. Therefore, any field that is a native Steelbrick CPQ field will have the namespace prefix SBQQ in its API name. Options A, C, and D do not have the correct namespace prefix for Steelbrick native fields; hence, they are incorrect choices.

6. What does the "Non Discountable" checkbox do on a Quote Line?

- A. Allows additional discounts to be applied
- B. Ignores the price book for this line item
- C. Prevents additional discounts from being applied**
- D. Locks the price for future modifications

The "Non Discountable" checkbox on a Quote Line is designed to ensure that the specific line item cannot have any additional discounts applied to it. When this option is checked, it signifies that the line item's price is fixed, and any potential discounts or concessions will not affect it. This can be particularly useful in scenarios where certain products or services must maintain their pricing integrity, whether due to contractual obligations, margin requirements, or company policies. By preventing additional discounts, the "Non Discountable" checkbox helps maintain revenue integrity and protects profit margins on select quote line items. This restriction allows sales teams to manage pricing effectively while communicating clear boundaries around discounting policies.

7. What does the Pricing Method define in a product configuration?

- A. The approach to apply discounts uniformly across products
- B. The rules used to calculate product pricing**
- C. The guidelines for bundling products together
- D. The method of determining product delivery costs

The Pricing Method is fundamental in product configuration as it outlines the specific rules that dictate how pricing is calculated for a given product. This method encompasses various pricing strategies such as list price, cost-plus pricing, or tiered pricing, among others. By defining these rules, it ensures consistency and accuracy in pricing across different scenarios, taking into account various factors such as product features, customer segments, and discount structures. For instance, when using a cost-plus pricing method, the Pricing Method will include rules that determine the base cost of a product and then apply a predefined markup to arrive at the final price. Therefore, the essence of the Pricing Method directly impacts how sales representatives configure and sell products, ensuring that the final pricing aligns with the business strategy and customer expectations.

8. What role do configuration rules play in Salesforce CPQ?

- A. They define the sales team's performance metrics.
- B. They dictate how products can be configured for quotes.**
- C. They allow for automated approval processes.
- D. They summarize all customer interactions.

Configuration rules are fundamental in Salesforce CPQ as they dictate how products can be configured for quotes. These rules ensure that the products offered to customers can be selected and combined in a way that adheres to business logic and constraints. For example, configuration rules can enforce dependencies between products, ensuring that compatible products are selected together and incompatible ones are prevented from being combined during the quoting process. This capability helps to streamline the sales process, reduce errors in quotes, and ensure compliance with the company's product offerings. The role of configuration rules in guiding product combinations is critical for sales representatives. By establishing these rules, businesses can enhance the accuracy of their proposals and accelerate the quoting process, ultimately leading to improved customer satisfaction and efficiency in sales operations.

9. Which feature helps ensure the accuracy of defined discounts in Salesforce CPQ?

- A. Price Rules
- B. Quote Templates
- C. Discount Schedules**
- D. Product Bundles

Discount Schedules are essential in Salesforce CPQ for maintaining the accuracy of defined discounts. They allow organizations to set specific discount percentages or amounts that can vary based on quantity or pricing tiers. By using Discount Schedules, sales teams can automatically apply the correct discounts based on the parameters defined, ensuring that all pricing calculations reflect current sales strategies and compliance with company policies. This feature minimizes errors that can occur if discounts are manually entered, as it follows a standardized approach to discount application. It also helps in managing complex pricing structures by aligning discounts with specific business requirements, ultimately leading to more accurate quoting processes and improved revenue management. While Price Rules can enforce pricing strategies and can influence discounts, they are not solely focused on ensuring accuracy in discounts themselves. Quote Templates serve more as a formatting tool for the final documents, and Product Bundles are about grouping products rather than managing discounts directly. Therefore, Discount Schedules are the most effective feature for ensuring the defined discounts are accurately applied.

10. What is the primary purpose of Salesforce CPQ?

- A. To automate the customer feedback process
- B. To streamline order processing
- C. To streamline and automate the process of configuring product bundles, pricing them accurately, and generating quotes**
- D. To manage customer relationships

Salesforce CPQ (Configure, Price, Quote) is designed to streamline and automate the entire process of configuring product bundles, accurately pricing them, and generating quotes for customers. This functionality is essential for sales teams, as it allows them to quickly customize offerings based on customer needs and preferences while ensuring that pricing rules and discounts are applied consistently. By automating these processes, CPQ helps to reduce errors, speed up sales cycles, and improve overall efficiency within the sales organization. It integrates seamlessly into the sales workflow, enabling sales representatives to create accurate and professional quotes in a timely manner, thereby enhancing the customer experience as well. The other options, while relevant to different aspects of business processes, do not encompass the full scope and specialization of Salesforce CPQ. For example, automating customer feedback processes relates more to customer service or marketing functionalities, which are outside the primary focus of CPQ. Similarly, while order processing is part of the sales cycle, CPQ specifically addresses the earlier stages of configuring and pricing products rather than all aspects of order management. Finally, managing customer relationships pertains to Salesforce's broader CRM capabilities rather than the specific task of quoting and pricing, which is the core purpose of CPQ.

Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

<https://cpqspecialist.examzify.com>

We wish you the very best on your exam journey. You've got this!

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