**Exam Outline**

The Salesforce CPQ Specialist exam measures a candidate’s knowledge and skills related to the following objectives. A candidate should have hands-on experience with CPQ and demonstrate the knowledge and expertise in each of the areas below.

**CPQ Platform: 23%**

* Design, configure, and troubleshoot price rules using lookup objects and formula fields to meet business requirements.
* Apply understanding of quote calculation sequence and quote line pricing fields to meet pricing and business requirements.
* Utilize out-of-the-box and custom permissions, record types, field sets, and page layouts to ensure users can fulfill their job requirements.
* Given a business process, demonstrate knowledge of CPQ data flow (e.g., twin fields) across CPQ objects.
* Demonstrate knowledge about the CPQ object data model as it relates to data migration.
* Set up CPQ for localization and multi-currency for international customers and users.
* Given a scenario, determine the necessary CPQ package-level settings.
* Determine how the CPQ managed package fits within a Salesforce org.

**Bundle Configurations: 17%**

* Given a scenario, set up a bundle structure to meet business requirements.
* Given a scenario, set up product rules to meet business requirements.

**Pricing: 16%**

* Given a scenario, identify the appropriate pricing strategy (discount schedules, block pricing, contracted prices, subscription pricing, percent-of-total, usage-based pricing).
* Given a scenario, determine expected pricing outcomes.

**Quote Templates: 7%**

* Given a scenario, set up a quote template to meet business requirements.

**Product Selection: 7%**

* Given a scenario, use search filters, field sets, and custom actions to enable product selection and configuration.

**Orders, Contracts, Amendments, and Renewals: 15%**

* Demonstrate understanding of the data required to generate orders and contracts.
* Demonstrate understanding of how to generate renewal and amendment quotes to meet business requirements.
* Given a scenario, recommend when to use orders, contracts, subscriptions, and assets to meet business requirements.

**Products: 11%**

* Demonstrate how to set up products, pricebooks, and pricebook entries.
* Demonstrate how product catalog setup impacts overall CPQ data flow.

**Approvals: 4%**

* Select and set up advanced or native approvals to meet business requirements.