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The CPQ-301 exam is a valuable certification for Salesforce professionals who want to specialize in CPQ solutions. Obtaining this certification demonstrates to employers that the candidate has the knowledge and skills required to administer and configure CPQ solutions in Salesforce. Configure and Administer a Salesforce CPQ Solution certification can also help professionals advance their careers and increase their earning potential. Overall, the CPQ-301 exam is a great way for Salesforce professionals to enhance their skills and demonstrate their expertise in the field of CPQ solutions.

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## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q93-Q98):

### NEW QUESTION # 93

An admin created a dynamic bundle and needs a Product Rule to limit which products users see when configuring the bundle. Which type of Product Action should the Admin create to ensure that only a specific set of products may be selected for the dynamic bundle?

- A. Default filter
- **B. Enable**
- C. Optional filter
- D. Show

**Answer: B**

### NEW QUESTION # 94

Universal Containers (UC) has a requirement to identify any quotes where a sales user has applied a discount to any options within a bundle.

The admin created a price rule with their IsDiscounted\_\_c custom quote field to IRUE.

Conditions Met = All.

Which two approaches must the admin create to ensure the price rule meets business requirements? Choose 2 answers

- A. A Price Condition with: Object - Quote Line Field - SBQQ\_\_ProductOption\_\_c Operator - Not Equals Filter Type - Value Filter Value - (Null)
- **B. A Price Condition where the Tested Variable must equal 0. The Summary Variable should have these values: Aggregate Function - Max Target Object - Quote Line Aggregate Field - SBQQ\_\_Discount\_\_c**
- **C. A Price Condition with: Object = Quote Line Field = SBQQ\_\_Discount\_\_c Operator = Greater Than Filter Type = Value Filter Value = 0**
- D. A Price Condition Tested Formula of SBQQ. RequiredBy 1.SBQQ. Bundled = TRUE

**Answer: B,C**

### NEW QUESTION # 95

A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.

What are two reasons that could explain this behavior?

Choose 2 answers

- A. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.
- **B. Opportunity Products are only created for Quote Lines with a Net Total that is different than 0.**
- C. The Price Book Entry of the Product has been set to Inactive.
- **D. The Exclude from Opportunity checkbox on the Product has been set to TRUE.**

**Answer: B,D**

### NEW QUESTION # 96

An Admin created a picklist field on the Product Option object called Picklist123\_\_c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123\_\_c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123\_\_c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- **A. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and**

value pairs.

- B. Create field Picklist123\_\_c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- C. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- D. Create a Workflow Rule that updates the Product Option field upon entering configuration.

**Answer: A**

#### NEW QUESTION # 97

An admin notices the fields placed in the SBQQ\_SearchFilter Field Set on the Product object are different than the fields displayed when using the Filter action in Product Selection-Why are the fields shown to the user different than those defined in the SBQQ\_SearchFilter Field Set during Product Selection?

- **A. Establish a Product Results Group Field Name In the CPQ Package Settings. This enables compatibility with filtering.**
- B. Check for any Search Filter records that have been created In the org. If present, Search Filters override the values defined in the SBQQ\_SearchFilter Field Set
- C. Ensure that any fields Included in the SBQQ\_SearchFilter Field Set on Product are also included In the SBQQ\_SearchResults Field Set
- D. Set Large Quote Experience in the CPQ Package Settings to True. The enhancements made to search filtering are only available in the Large Quote Experience.

**Answer: A**

#### NEW QUESTION # 98

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