

CPQ-301 Study Guides & CPQ-301 Accurate Test



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Salesforce CPQ-301 certification exam is targeted towards individuals who possess a thorough understanding of Salesforce CPQ and have experience administering the platform. CPQ-301 exam is designed to verify whether a candidate can perform various administrative tasks related to Salesforce CPQ, such as initial setup, ongoing maintenance, and troubleshooting. Configure and Administer a Salesforce CPQ Solution certification is an excellent way for professionals to showcase their mastery of Salesforce CPQ and is particularly useful for those looking to advance their careers within the platform.

The CPQ-301 exam covers a wide range of topics, including advanced product configuration techniques, pricing rules, discounting strategies, and contract management workflows. Candidates are also expected to have a deep understanding of the Salesforce platform and be able to integrate CPQ with other Salesforce solutions seamlessly. CPQ-301 Exam is designed to test the candidate's ability to solve real-world business problems using CPQ and to provide solutions that meet the unique requirements of their organization.

Earning Salesforce CPQ-301 certification is a significant achievement that can open up new career opportunities for individuals interested in CPQ solutions. It demonstrates a candidate's ability to configure and administer CPQ solutions in a Salesforce environment, as well as their knowledge of CPQ best practices and industry standards. In addition, Salesforce CPQ-301 certification is recognized globally by employers, customers, and partners, which can help individuals stand out in a competitive job market.

>> **CPQ-301 Study Guides** <<

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q100-Q105):

NEW QUESTION # 100

Universal Containers wants to prevent users from selecting a Product Option when a conflicting one has been chosen. The Product Options that should not be selected should not be displayed to the users. The Admin needs to set up a Product Selection Rule to meet this requirement. Which Type should be used for the product Action?

- A. Hide and Remove
- B. Disable
- C. Disable and Remove
- D. Hide

Answer: A

NEW QUESTION # 101

To assign a specific Discount Schedule to an Account (that is active for a specified Start & End Date) you would create a:

- A. Separate Sub-account
- B. Price Rule
- C. Contracted Price
- D. Summary Variable

Answer: C

NEW QUESTION # 102

At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates. At the same time, the Account Management team wants to ensure that all items from one order appear on one contract. What are two ways the CPQ specialist can meet these requirements? (Choose 2 answers)

- A. Set Quote Contracting Method to By Subscription End Date.
- B. Set package Default Order Start Date to Today.
- C. Set Order Product Date to Today when the record is created using Process Builder.
- D. Set Contracting Method on the Order to Single Contract.

Answer: C,D

NEW QUESTION # 103

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- B. HTML Template Content in the Quote document
- C. The Feature Name field on the Configure Products page
- D. Configuration Attribute picklist values

Answer: A,C

