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Salesforce CPQ-301

Configure and Administer a Salesforce CPQ Solution

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Salesforce CPQ-301 Certification Exam covers a wide range of topics, including configuring products and pricing, creating proposals and quotes, managing orders and contracts, and administering Salesforce CPQ. Configure and Administer a Salesforce CPQ Solution certification exam is designed to test a professional's ability to configure and customize Salesforce CPQ solutions to meet specific business needs. Candidates are required to have a deep understanding of Salesforce CPQ and its various features and functionalities.

## **Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q32-Q37):**

### **NEW QUESTION # 32**

Suppose you have several Product Rules with conditions that evaluate a Configuration Attribute. You want the rules to fire immediately when the user changes the value of the Configuration Attribute. How do you accomplish this?

- A. Check the Run Immediately checkbox on the Product Rule records
- B. Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes
- **C. Check the Apply Immediately checkbox on the Configuration Attribute record**
- D. Add the Product Rules to the related list on the Configuration Attribute record

**Answer: C**

### **NEW QUESTION # 33**

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

- A. Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.
- B. Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.
- **C. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.**
- D. Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.

**Answer: C**

### **NEW QUESTION # 34**

Universal Containers wants to default information on the Quote Line from a Product field. How should this information be transferred?

- A. Create a Price Rule that stores the Product field's value in the Quote Line field.
- B. Create a Workflow Rule that stores the Product field's value in the Quote Line field.
- C. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- **D. Create two fields with the same API name and type on the Product and Quote Line.**

**Answer: D**

### **NEW QUESTION # 35**

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product

Family B (Toner) Which two error condition setups will meet this requirement?  
Choose 2 answers

- A. -Summary Variable A goes in the Tested Variable field \ O -Summary Variable B goes in the Filter Variable field - Operator is set to Greater than
- B. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field -Operator is set to Less or Equals
- C. -Summary Variable A goes in the Filter Variable field \ O -Summary Variable B goes in the Tested Variable field - Operator is set to Less than

Answer: A,C

#### NEW QUESTION # 36

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the Admin meet the business requirements?

- A. Set Asset Conversion for each downloadable Product to a custom value.
- B. Set Asset Conversion for each downloadable Product to null.
- C. Set Asset Conversion for each downloadable Product to One per unit.
- D. Set Asset Conversion for each downloadable Product to One per Quote Line.

Answer: D

#### NEW QUESTION # 37

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