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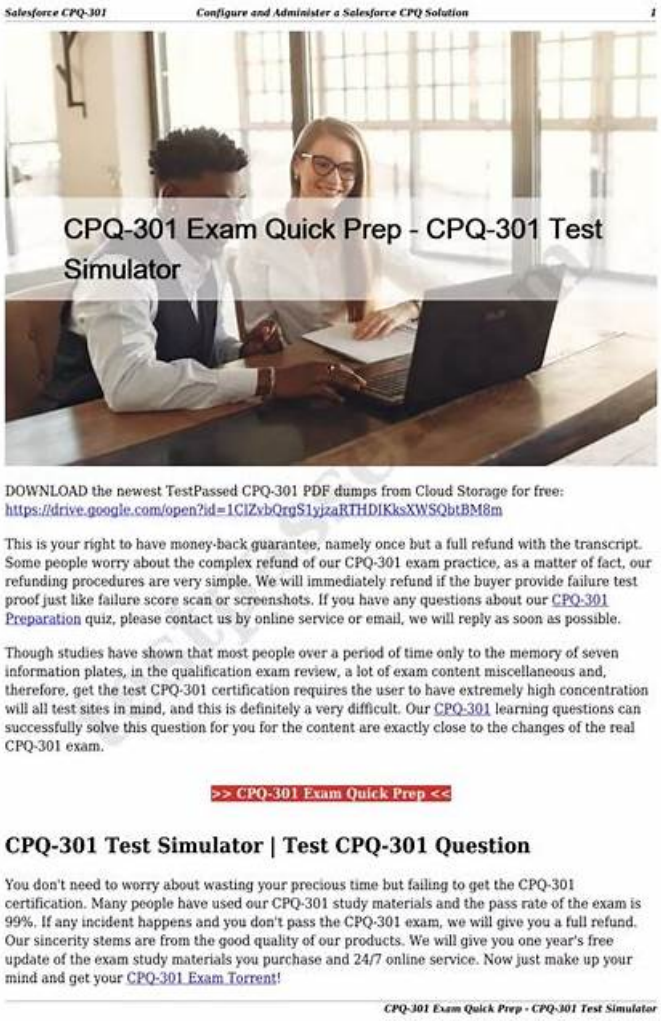

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Salesforce CPQ-301 is an advanced certification exam that is designed for professionals who want to configure and administer Salesforce's Configure, Price, and Quote (CPQ) solution. CPQ-301 exam is intended to validate an individual's knowledge and skills in implementing, configuring, and managing CPQ solutions for sales teams. CPQ-301 Exam covers a wide range of topics, including product and pricing management, quote generation, and order management.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q169-Q174):

NEW QUESTION # 169
Universal containers has an add-on product that can only sold as part of bundles.
Which two steps should the admin take to meet this requirement?
Choose 2 answers

- A. Create a product Option records referencing the add-on product on each bundle.
- B. Set the component checkbox to TRUE on the add-on product record.
- C. Set the customer community availably picklist on the add-on Product to never.
- D. Create a product Feature record referencing the add-on product.

Answer: A,B

NEW QUESTION # 170
A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.
How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- B. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.
- C. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- D. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.

Answer: B

NEW QUESTION # 171
Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?

- A. Check the Exclude From Opportunity checkbox on the Bundle Product Record.
- B. Check the Hidden checkbox on the Bundle Product Record.
- C. Check the Hidden checkbox on the Product option Record.
- D. Check the Optional check box on the Bundle Product Record.

Answer: B

NEW QUESTION # 172
Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.
What should the admin configure in the product to meet this requirement?

- A. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- B. When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote

Line record to define the number of months of Support requested by the customer.

- C. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__5ubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- D. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.

Answer: A

NEW QUESTION # 173
Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Upper	Lower	Discount
First level	1	10	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of $100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. $1,700.00
- B. $1,050.00
- C. $1,575.00
- D. $1,725.00

Answer: A

NEW QUESTION # 174
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