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Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is designed to test the knowledge and skills of professionals who are responsible for configuring and administering Salesforce CPQ solutions. Configure and Administer a Salesforce CPQ Solution certification exam is not only for Salesforce administrators, but also for sales professionals and consultants who want to enhance their skills and knowledge in Salesforce CPQ. The CPQ-301 exam is an advanced-level certification that demonstrates a professional's ability to configure and administer Salesforce CPQ solutions.

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 CPQ-301 Certification Exam is an essential step for professionals who want to enhance their knowledge and skills in Salesforce CPQ administration and configuration. By obtaining this certification, they can demonstrate their expertise in CPQ and increase their value to their organizations. With the growing demand for CPQ solutions, this certification can also provide them with a competitive edge in the job market.

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Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is a professional-level certification program designed for individuals who wish to demonstrate their expertise in configuring and administering Salesforce CPQ solutions. Salesforce CPQ is a powerful tool that enables businesses to streamline their sales processes, increase productivity, and improve customer experience. Configure and Administer a Salesforce CPQ Solution certification exam verifies the candidate's knowledge and skills in configuring, administering, and troubleshooting Salesforce CPQ solutions.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q199-Q204):

NEW QUESTION # 199

MDQ products are automatically removed from normal Line Item tables whenever an output document includes an MDQ specific table layout in another section

- **A. False**
- B. True

Answer: A

NEW QUESTION # 200

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- **A. Set the Configuration Type to Allowed and Configuration Event to Always.**
- B. Set the Active checkbox on Reconfigure Line Custom Action to False.
- C. Set the Configuration Type to Allowed and Configuration Event to Add.
- D. Set the Configuration Type to Disabled.

Answer: A

NEW QUESTION # 201

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- A. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- B. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level
- **C. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.**
- **D. Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.**

Answer: C,D

NEW QUESTION # 202

An Admin is working on a primary Quote attached to an Opportunity. The Pricebook & currency on the Quote & opportunity match. However, not all products from the Quote are being transferred to the opportunity, & no error message is displayed. Which 3 reasons explain why these Products failed to create Opportunity Products? Choose 3 answers.

- A. Products with a Price of zero do not transfer to the Opportunity.
- **B. "Exclude from Opportunity" is marked on the Product record.**
- C. Products with an effective quantity of zero do not transfer to the opportunity.

- D. Validation Rules on the Opportunity product silently fail.
- E. No valid pricebook entry can be found for these products.

Answer: B,D

NEW QUESTION # 203

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.

The Product has been configured as such:

Percent Of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

- A.

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Base	Net
Product Option	Percent of Total Scope	Components
- B.

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Base	Customer
Product Options	Percent of Total Scope	Package
- C.

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Scope	Components
Product Options	Percent of Total Base	Customer
- D.

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Scope	Net
Product Option	Percent of Total Base	Components

Answer: B

NEW QUESTION # 204

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