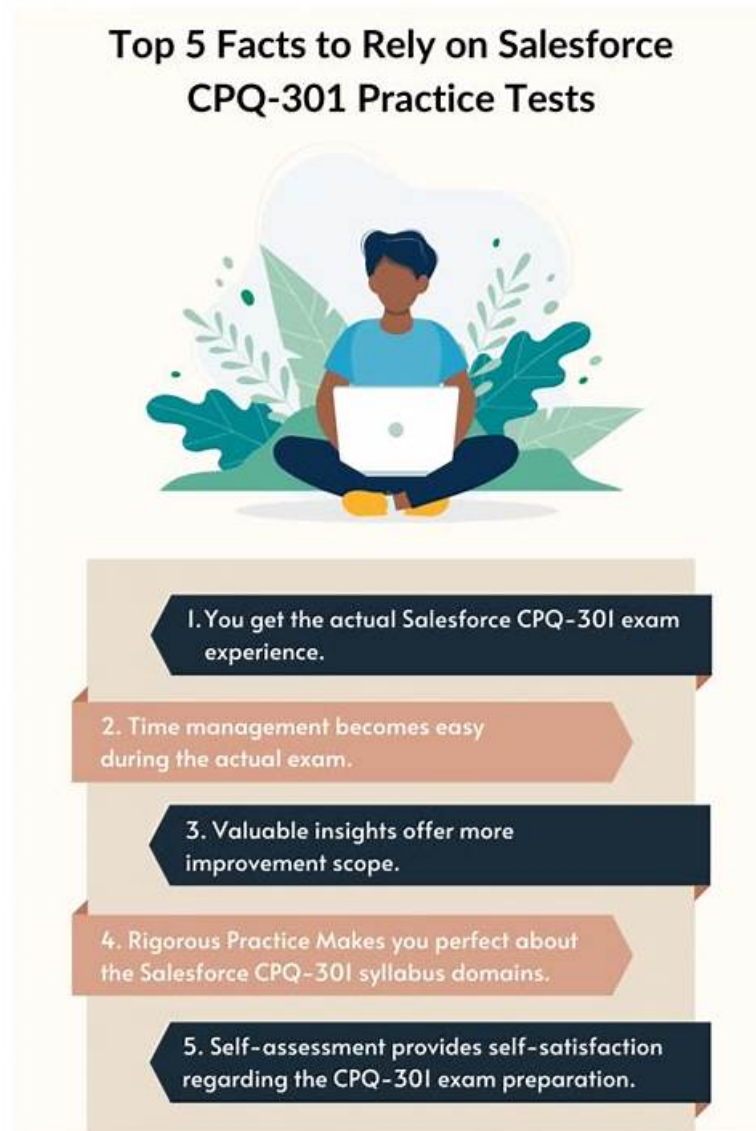


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Salesforce CPQ-301 Certification Exam is divided into different sections, each focusing on various aspects of Salesforce CPQ. CPQ-301 exam covers topics such as creating and managing products and price books, configuring pricing and discounting strategies, setting up quote templates and proposals, managing contracts and renewals, and integrating with other Salesforce products. CPQ-301 exam evaluates the ability of individuals to configure and administer Salesforce CPQ solutions efficiently and effectively. Passing CPQ-301 exam demonstrates that an individual has the knowledge and skills required to configure and administer Salesforce CPQ solutions and can provide effective solutions to customers.

An in-depth knowledge of Salesforce CPQ is necessary for candidates attempting the certification exam. This could include

familiarity with Salesforce CPQ configuration options, pricing models and components, product bundles and options, among other factors. Candidates should also be experienced in functionalities such as generating quotes, contracts and orders, and integrating CPQ with the Salesforce CRM. Furthermore, the exam may also contain questions on Salesforce governance, including policies and procedures, and system administration practices.

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### Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q70-Q75):

#### NEW QUESTION # 70

An Admin has created a Configuration Attribute on the Product A bundle, and now needs an Identical Configuration Attribute on the Product B bundle that saves its value into the same Quote Line field. Which tasks should the Admin complete to meet this business requirement?

- A. Create a second Product Option field with identical values, then create a second Configuration Attribute on Product B.
- B. Check "Apply to Product Options" on the existing Configuration Attribute, then make Product B an option of Product A.
- **C. Create a second Configuration Attribute on Product B, no further administration required.**
- D. Create a second Configured Product record for Product B on the existing Configuration Attribute.

**Answer: C**

#### NEW QUESTION # 71

Admins at Universal Containers (UC) created an automation that selects the Renewal Forecast and Renewal Quoted checkboxes when a Contract is activated. However, UC has found that amendments to the contract fail to update the Renewal Opportunity. What is the explanation for this result?

- A. Contracts must be deactivated before amendments will update the Opportunity.
- B. The Opportunity Products generated by Renewal Forecast are impeding data flow from the amendment to the renewal.
- C. Renewal Quoted must be selected after Renewal Forecast has been selected.
- **D. The Quote generated by Renewal Quoted is impeding data flow from the amendment to the Renewal.**

**Answer: D**

#### NEW QUESTION # 72

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.
- B. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- **C. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.**
- D. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.

**Answer: C**

### NEW QUESTION # 73

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Set the Order By field on the Quote Line to Product Family.
- B. Enable Allow Multiple Orders from a checkbox on the Quote.
- C. Set the Order By field on the Quote to Product Family.
- D. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.

**Answer: A,D**

### NEW QUESTION # 74

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the Line Editor Field Set on the Quote Line object. What does the admin need to do so the sales reps can search Campaign records in the Quote Line Editor without seeing a warning message?

- A. Create a twin field on the Campaign object using the same API name as the lookup field.
- B. Create and populate a Field Set on the Campaign object named CPQ\_Lookup.
- C. Add the name of the lookup field into the Line Editor Field Set on the Quote object.
- D. Add the lookup field to the Quote Line page layout.

**Answer: B**

### NEW QUESTION # 75

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