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To prepare for the CPQ-301 exam, candidates should have a strong understanding of Salesforce basics, including data modeling, security, and user management. They should also have hands-on experience using Salesforce CPQ and be familiar with its features and functionality.

The Salesforce CPQ-301 exam covers various topics such as product rules, pricing methods, discount schedules, quote templates, and contract management. You will learn how to configure and customize Salesforce CPQ solutions to meet the specific needs of your organization. Additionally, you will gain an understanding of the best practices and techniques for administering Salesforce CPQ solutions.

Salesforce CPQ-301 Exam is an essential step for individuals who want to become certified Salesforce CPQ specialists. CPQ-301 exam covers a range of topics, including Salesforce CPQ product and pricing configuration, managing Salesforce CPQ, and Salesforce CPQ integration. To prepare for the exam, individuals can take advantage of various resources, including study guides, online courses, and practice exams. Finally, passing the Salesforce CPQ-301 exam and obtaining the Salesforce Certified CPQ Specialist certification demonstrates an individual's knowledge and skills in configuring and administering a Salesforce CPQ solution.

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## Passing CPQ-301 Score - New CPQ-301 Exam Review

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## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q204-Q209):

### NEW QUESTION # 204

Universal Containers has set up an Account lookup field, Distributor\_\_c, on the Quote to identify different distributors per group. Distributor accounts have a Discount\_Level\_\_c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- A.
- B.

**Answer: B**

### NEW QUESTION # 205

When amending a contract, users have reported that the net pricing of some products is Incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause'

- A. The Use Legacy Amend/Renew Service is TRUE in the package settings.
- B. The Renewal Price and the Net Price on the Upgraded Subscriptions are different values.
- C. The products' Pricebook Entry prices were changed after the Contract was generated.
- D. The products have a Discount Schedule and Cross Order Is unselected.

**Answer: D**

### NEW QUESTION # 206

The sales manager at Universal Containers wants to ensure that bundles:

\* Cannot be reconfigured when a final Quote is created.

- A. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ\_\_Type\_\_c is not equal to "Renewal".
- B. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ\_\_Type\_\_c is equal to "Renewal".
- C. Ensure SBQQ\_\_ReconfigurationDisabled\_\_c is set to TRUE on the Bundle product.
- D. Allow sales reps to configure bundles only on new or amendment quotes.

**Answer: B**

### NEW QUESTION # 207

When using Lookup Rules In Salesforce CPQ, which three factors will impact the number of query rows returned?

Choose 3 answers

- A. The total number of records on the lookup object.
- B. The total number of lookup queries.
- C. The total number of quote lines on the quote.
- D. The total number of fields on the lookup object.
- E. The total number of lookup objects.

**Answer: B,C,D**

### NEW QUESTION # 208

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. Validation Rules on the Opportunity product silently fail.**
- C. No valid pricebook entry can be found for these products.
- D. Products with an effective quantity of zero do not transfer to the opportunity.
- E. "Exclude from Opportunity" is marked on the Product record.

**Answer: B,D,E**

## NEW QUESTION # 209

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