Latest Configure and Administer a Salesforce CPQ Solution free dumps & CPQ-301 passleader braindumps

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At the time when people are hesitating about that which kind of CPQ-301 study material should be chosen in order to prepare for the important exam I would like to recommend the CPQ-301 training materials compiled by our company for you to complete the task. We have put substantial amount of money and effort into upgrading the quality of our CPQ-301 Preparation material. There are so many advantages of our CPQ-301 actual exam, such as free demo available, multiple choices, and practice test available to name but a few.

Salesforce CPQ-301 exam is a certification test that focuses on the configuration and administration of Salesforce CPQ (Configure, Price, Quote) solutions. CPQ-301 exam is designed to test the candidate's knowledge and skills related to the implementation and customization of CPQ solutions, including pricing and product configuration, quote creation, and order management. CPQ-301 Exam also covers various topics related to CPQ workflows, approval processes, and integration with other Salesforce products.

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For most users, access to the relevant qualifying examinations may be the first, so many of the course content related to qualifying

examinations are complex and arcane. According to these ignorant beginners, the CPQ-301 Exam Questions set up a series of basic course, by easy to read, with corresponding examples to explain at the same time, the Configure and Administer a Salesforce CPQ Solution study question let the user to be able to find in real life and corresponds to the actual use of learned knowledge, deepened the understanding of the users and memory. Because many users are first taking part in the exams, so for the exam and test time distribution of the above lack certain experience, and thus prone to the confusion in the examination place, time to grasp, eventually led to not finish the exam totally.

Salesforce CPQ-301 certification exam is designed for individuals who are interested in configuring and administering a Salesforce CPQ solution. CPQ-301 exam is one of the most sought-after certifications in the Salesforce ecosystem, as it is a testament to an individual's expertise in CPQ solutions. CPQ-301 Exam is designed to test the knowledge and skills required to configure and manage CPQ solutions in a Salesforce environment.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q20-Q25):

NEW QUESTION # 20
What are the three major features that SBAA offers over standard salesforce approvals? (Choose 3)

- A. Parallel Approvals
- B. Smart Approvals
- C. Group Approvers
- D. Email Approvals
- E. Dynamic Approvals
- F. Hierarchical Approvals

Answer: A,B,E

NEW QUESTION # 21
Universal Containers (UC) sells its Support SKU both as a stand-alone product and a product option within a bundle. When sold as a stand-alone product, the expected List Unit Price is $1,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to $800.
What should the admin do to meet the requirement?

- A. Enter 20 into the SBQQ_Discount__c field on the product option to reduce the price from $1,000 to $800.
- B. Enter 800 into the SBQQ_UnitPrice__c field on the product option to define a bundle specific price for the Support SKU.
- C. Create a price rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.
- D. Create a product rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.

Answer: B

NEW QUESTION # 22
Cloud Kicks (CK) uses Salesforce CPQ to streamline its sales process for customers, partners, and distributors. As part of CK's implementation, sales reps are able to specify a Partner Discount within the Quote Line Editor.
Sales reps are reporting the Quote and Quote Lines' prices fail to recalculate automatically after a value is entered or changed m the Partner Discount field. The reps must press the Save or Quick Save button manually to trigger the calculation instead. How can the consultant ensure the real-time calculation is triggered in response to field changes within the Quote Une Editor?

- A. Enable the Calculate Immediately field on the Pricing and Calculation tab.
- B. Enable the Partner Discount in the Calculating Fields field set
- C. Ensure the ChannelDiscountsOffUst__c field value is set to 1.
- D. Ensure the ApplyPartnerDiscountfirst__c field value is set to 1.

Answer: A

NEW QUESTION # 23

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of $1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	$1,000
6-10	$1,800
11-20	$3,000
21-50	$5,000
50+	$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Non-Discountable to True on the Product record.
- B. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- C. Set Pricing Method to Fixed Price on the Product record.
- D. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- E. Set Pricing Method to Block on the Product record.

Answer: A,D,E

NEW QUESTION # 24

Universal Containers wants to change its $500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- A. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- B. subscription products, set the Percent Of Total Category to Storage.
- C. Set the maintenance product Include in Percent of Total to True. On all storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- D. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.
- E. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.

Answer: A

NEW QUESTION # 25

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