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Salesforce CPQ-301 is a certification exam designed for professionals who are interested in configuring and administering a Salesforce CPQ solution. It is ideal for individuals who are already familiar with Salesforce and want to specialize in CPQ. CPQ-301 exam covers a wide range of topics, including product configuration, pricing and quoting, contract management, and integration with other Salesforce solutions. The CPQ-301 Exam is a must-have for individuals who want to demonstrate their knowledge and expertise in Salesforce CPQ and stand out in the competitive job market.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q36-Q41):

NEW QUESTION # 36
Universal Containers has three different range discount schedules. All three have a reference to product A through the objects shown below.
Product A is an option in a bundle and has a list price of $100.
Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- A. $1, 320,00
- B. $1, 275,00
- C. $1, 125,00
- D. $1, 350,00

Answer: A

NEW QUESTION # 37

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.

How can the admin configure the Product to meet this requirement?

- A. Set the Asset Conversion field to One per unit.
- B. Set the Configuration Type field to Allowed.
- C. Select the Component checkbox on the Product.
- D. Select the Hidden checkbox on the Product.

Answer: C

NEW QUESTION # 38

Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.

How should the admin meet the requirement in the most efficient manner?

- A. Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.
- B. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.
- C. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.
- D. Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.

Answer: A

NEW QUESTION # 39

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

Answer: B,C

NEW QUESTION # 40

Upon checking the Contracted checkbox on an Amendment Opportunity, a new Contract is generated.

- A. True
- B. False

Answer: B

NEW QUESTION # 41

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