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Salesforce CPQ-301 certification exam covers a wide range of topics, including Salesforce CPQ architecture, pricing and quoting, product bundling, discounting, and approvals. Candidates will be tested on their ability to configure and administer Salesforce CPQ solutions using best practices and industry standards. CPQ-301 Exam also covers topics such as data modeling, security, and integration with other Salesforce products.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q164-Q169):

NEW QUESTION # 164

A user has created a Quote with a Start Date of January 1, 2022, and added two subscription Quote Lines. The term of the first subscription Quote Line is set to 11. The term of the second subscription Quote Line is set to 12. The Subscription Term Unit in the Instated Package Settings is set to Months. After creating a single Contract, the user creates a renewal Quote.

If the Amendment & Renewal Behavior is set to Latest End Date, what is the End Date of each Renewal Quote Line?

- A. The End Date of both subscriptions will be November 2023.
- B. The End Date of the first subscription will be October 31, 2023; the End Date of the second subscription will be December 31, 2023.
- C. The End Date of the first subscription will be November 30, 2023; the End Date of the second Ascription will be December 31, 2023.
- D. The End Date of both subscriptions will be December 31, 2023.

Answer: C

NEW QUESTION # 165

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- A. The user selects a Product for the Quote.
- B. The user selects a Configuration Attribute value for a Product
- C. The user calculates a Quote.
- D. The user saves the Quote.

Answer: A

NEW QUESTION # 166

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- A. Create a new field set on the Quote Line editor without Monthly Price.
- B. Create a custom Formula indicating if the Payment Terms Are Net 30.
- C. Create an additional Lines Section without the Monthly Price field.
- D. Fill the Conditional Print Field on the Column Lines object.

Answer: C,D

NEW QUESTION # 167

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner) Which two error condition setups will meet this requirement?

Choose 2 answers

- A. -Summary Variable A goes in the Tested Variable field ∨ O -Summary Variable B goes in the Filter Variable field - Operator is set to Greater than
- B. -Summary Variable A goes in the Filter Variable field ∨ O -Summary Variable B goes in the Tested Variable field - Operator is set to Less than
- C. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field -Operator is set to Less or Equals

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