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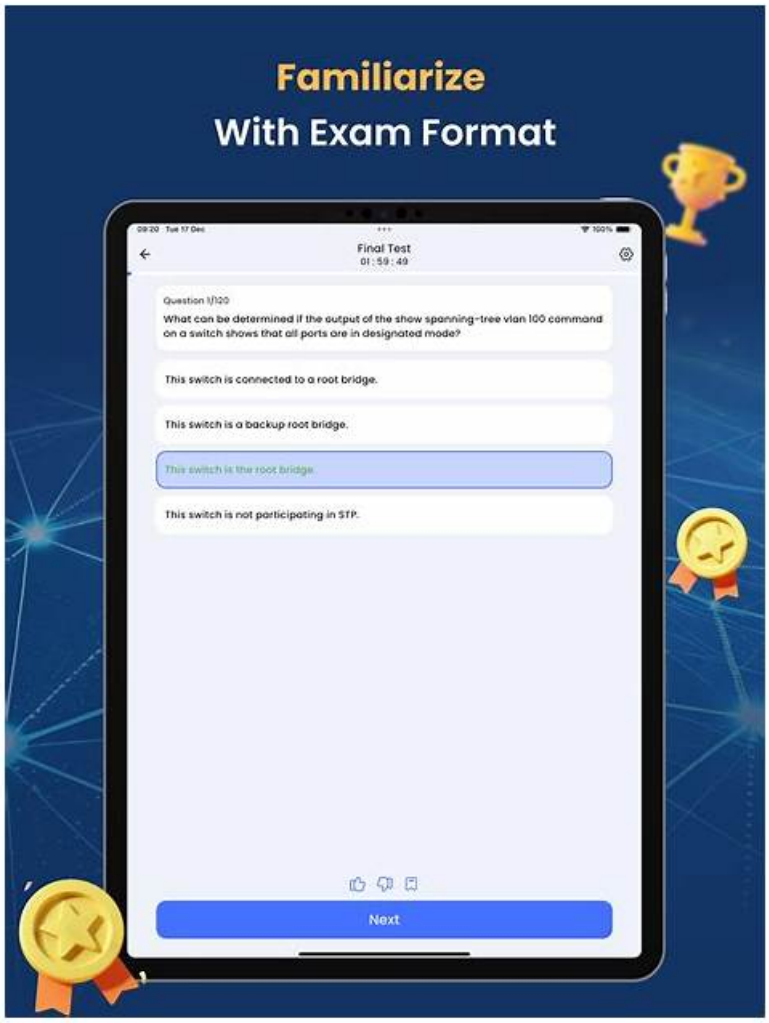

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Every browser such as Chrome, Mozilla Firefox, MS Edge, Internet Explorer, Safari, and Opera supports this format of Configure and Administer a Salesforce CPQ Solution (CPQ-301) mock exam. You can attempt the Configure and Administer a Salesforce CPQ Solution (CPQ-301) test multiple times to relieve exam stress and boosts confidence. Besides Windows, Free4Torrent Salesforce CPQ-301 web-based practice exam works on iOS, Android, Linux, and Mac.

Salesforce CPQ-301 exam covers a range of topics, including product configuration, pricing and discounting, quote generation, and contract management. It will test your ability to set up and customize CPQ solutions, create and manage price books, configure products and bundles, and create and track quotes and contracts. Additionally, it will assess your understanding of Salesforce automation tools and your ability to integrate CPQ solutions with other Salesforce products and third-party applications.

Salesforce CPQ-301 is a highly sought-after certification that focuses on configuring and administering Salesforce CPQ solutions. CPQ-301 exam is designed for professionals who want to demonstrate their expertise in driving sales effectiveness, streamlining sales processes, and increasing revenue by using Salesforce CPQ. Configure and Administer a Salesforce CPQ Solution certification validates the skills needed to configure and administer Salesforce CPQ and caters to both novice and experienced Salesforce professionals.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q134-Q139):

NEW QUESTION # 134
Northern Trail Outfitters has two products:

Adventure in a Box

Pricing Method	List
Subscription Pricing	Fixed Price
Subscription Term	1
Include in Percent of Total	True

Premium Support

Pricing Method	List
Subscription Pricing	Percent Of Total
Subscription Term	1
Percent of Total (%)	10%
Percent of Total Base	List

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Both products are added to a one year quote. The Adventure in a Box product has a list price of $10 with a discount of 50%. What Is the expected Net Total of Premium Support?

- A. $60.00
- B. $54.00
- C. $6.00
- D. $12.00

Answer: D

NEW QUESTION # 135
Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products. However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.
Which strategy should UC apply?

- A. Create a Filter Product Rule and Product Action with Type set to Optional Filter.
- B. Set the Default field on the Add Products Custom Action to TRUE.
- C. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- D. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.

Answer: A

NEW QUESTION # 136
Universal Containers has a product that can either be sold In increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.
Which two actions should the admin take to set this product up so it can be renewed or last perpetually?
Choose 2 answers

- A. Expose the Default Subscription Term field in theQuote Line Editor, allowing the sales reps to choose between selling monthly or annually.
- B. Expose the Subscription Type field in the Quote Like Editor, allowing sales reps to choose between Renewable and Evergreen.
- C. Set the product up to dfe the Renewable/Evergreen value in the Subscrlption Type field.
- D. Set the product up to use the Renewable value in the Subscription Type field.

Answer: A,C

NEW QUESTION # 137
An admin wants users to make changes In the configurator without Product Rules evaluating. Users should be able to manually Are the rules. The admin has created Product Rules with an Evaluation Event of Edit or Always.
Which final step should an admin take to meet this requirement?

- A. Enable Large Configurations set to TRUE in package settings.
- B. Set Configuration Event on the bundle parent Product record to Always.
- C. Create all Product Options with Apply immediately Context set to NULL.
- D. Ensure the Apply Edit Rules Custom Action is active.

Answer: B

NEW QUESTION # 138
Universal Containers has Products that should only be selected as part of a bundle How should the admin configure CPQ so users are unable to add this Product outside of a bundle?

- A. Ensure that the Component checkbox on the Product is set to TRUE.
- B. Ensure that the Configuration Event field on the Product is set to Always.
- C. Create a Product Rule with a Remove action when the Product i* sold a la carte.
- D. Remove the Product's Pnce Book Entry, then set Unit Price on the Product Option record.

Answer: A

NEW QUESTION # 139
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