

# Excellent Valid CPQ-301 Test Objectives - Pass CPQ-301 Exam



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To be eligible for the CPQ-301 certification exam, candidates should have a solid understanding of Salesforce administration and be familiar with the basic principles of CPQ. They should also have experience working with the Salesforce platform and be able to demonstrate their proficiency in using Salesforce CPQ. CPQ-301 exam consists of 60 multiple-choice questions and takes 105 minutes to complete. Successful candidates will be awarded the Salesforce CPQ Specialist certification, which is a valuable credential for anyone looking to advance their career in sales operations or Salesforce administration.

Salesforce CPQ-301 Exam consists of 60 multiple-choice questions and is administered online. You will have 105 minutes to complete the exam. To pass the exam, you must score at least 65%. CPQ-301 exam is available in multiple languages, including English, Spanish, French, German, Japanese, and Portuguese.

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## CPQ-301 Reliable Exam Labs, CPQ-301 Test Vce

It is understandable that different people have different preference in terms of CPQ-301 study guide. Taking this into consideration, and in order to cater to the different requirements of people from different countries in the international market, we have prepared three kinds of versions of our CPQ-301 Preparation questions in this website, namely, PDF version, APP online and software version, and you can choose any one of them as you like. You will our CPQ-301 exam dumps are the best!

## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q139-Q144):

### NEW QUESTION # 139

Universal Containers has four Price Rules with different Calculator Evaluation Events and Evaluation Orders. Which rule will evaluate first?

- A. Rule C with Evaluation Order of 20, and Calculator Evaluation Event of Before Calculate
- B. Rule A with Evaluation Order of 10, and Calculator Evaluation Event of Before Calculate
- C. Rule B with Evaluation Order of 20, and Calculator Evaluation Event of On Initialization

- D. Rule D with Evaluation Order of 5, and Calculator Evaluation Event of On Calculate

**Answer: C**

#### **NEW QUESTION # 140**

Which of the following is not automated as part of the subscription process in Steelbrick?

- A. Prices
- B. Prorating
- C. Co-terminating contracts
- D. **Renewal quote opportunity status**

**Answer: D**

#### **NEW QUESTION # 141**

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operation team wants to ensure that when a sales rep renew an existing Contract with Premier Support, it is replaced with Premier Pro.

What does the Admin need to do to support this business requirement?

- A. Set the upgrade Target field on the Premier Support Product record to Premier Pro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- C. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- D. **Set the Renewal Product field on the Premier Support Product record to Premier Pro.**

**Answer: D**

#### **NEW QUESTION # 142**

To assign a specific Discount Schedule to an Account (that is active for a specified Start & End Date) you would create a:

- A. Separate Sub-account
- B. Price Rule
- C. **Contracted Price**
- D. Summary Variable

**Answer: C**

#### **NEW QUESTION # 143**

What additional field is required for all records when using Approval Variables vs. Summary Variables?

- A. Net Variable
- B. **Type**
- C. List Variable
- D. Combine With

**Answer: B**

#### **NEW QUESTION # 144**

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