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The CPQ-301 exam is an intermediate-level certification exam that covers a range of topics related to Salesforce CPQ solutions. CPQ-301 exam is designed to test the candidate's ability to configure and administer CPQ solutions in Salesforce, including pricing and product bundles, quote generation, and contract management. CPQ-301 Exam also covers topics such as pricing strategies, discounting, and product configuration.

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The CPQ-301 Exam consists of 60 multiple-choice questions and has a time limit of 90 minutes. To pass the exam, candidates must score at least 65%. CPQ-301 exam covers a wide range of topics, including CPQ fundamentals, product configuration, pricing and quoting, and CPQ administration. Successful candidates will receive the Salesforce Certified CPQ Specialist certification, which is recognized by employers and industry professionals as a mark of expertise in Salesforce CPQ solutions.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q189-Q194):

NEW QUESTION # 189

Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

* Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.

* Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000. Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied. What is the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

- A. * Product A Prorate Multiplier = 0,5
* Product A Net Total = \$270,000
* Product B Prorate Multiplier = 18
* Product B Net Total = \$540,000
- B. * Product A Prorate Multiplier = 0,5
* Product A Net Total = \$270,000
* Product B Prorate Multiplier = 18
* Product B Net Total = \$36,000
- C. * Product A Prorate Multiplier = 0,5
* Product A Net Total = \$270,000
* Product B Prorate Multiplier = 1
* Product B Net Total = \$360,000

Answer: B

NEW QUESTION # 190

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Set Next Automated Approver Determined By to Manager on the Approval Process.
- B. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- C. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- D. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.

Answer: A

NEW QUESTION # 191

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

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

Answer: B

NEW QUESTION # 192

The Admin at UC is creating a bundle and has a requirement for a Product Option to be unavailable for selection when certain conditions exist. The User should still see the Product Option, but should not be able to select it.

If a Product Rule is created to meet this requirement, what should the Type of the Product Action be?

- A. Hide and Remove
- B. Remove
- C. Disable and Remove
- D. Disable

Answer: D

NEW QUESTION # 193

Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

- A. Reference each PDF Document in Custom Template Content records.
- B. Create a new Additional Document on the Quote Template for each PDF document.
- C. Select the correct Documents Folder from the Documents field on the Quote Template.
- D. Create a new Template Section for each PDF document.

Answer: B

NEW QUESTION # 194

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