

# Quiz Pass-Sure CPQ-301 - Configure and Administer a Salesforce CPQ Solution Certification Dumps

The Salesforce CPQ-301 exam covers a wide range of topics, including pricing and product configuration, product bundles, quote templates, and order management. Candidates must have a strong understanding of the Salesforce platform, including its core functionalities and CRM capabilities. The exam requires a deep understanding of Salesforce CPQ and its integration with other Salesforce products, such as Sales Cloud and Service Cloud.

## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q144-Q149):

### NEW QUESTION # 144

Universal Containers has a custom picklist field with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configurations Attribute. How should the Admin create Filter Product Rules to meet the business requirement?

- A. Create three rules, each with one condition that compares the product field with the Configuration attribute field.
- B. Create one rule with one condition that compares the product field with the configuration attribute field.
- C. Create one rule with three conditions, each that compares the configuration attribute field with a static value.
- D. Create three rules, each with two conditions that compare the configuration attribute with a static value and the product field.

Answer: C

### NEW QUESTION # 145

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?  
Choose 2 answers

- A. The user must have access to the CPQ quote and all related objects.
- B. The user that authorizes the calculation service is a non-human admin user.
- C. The user's role should be placed at the top of the Role Hierarchy.
- D. The user that authorizes the calculation service has API Only enabled.

Answer: B,C

### NEW QUESTION # 146

Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line.  
Which property must be present on the additional Quote line to create a Subscribed Asset at the time of Contract generation?

- A. Package equals True.
- B. Subscription Pricing equals Percent of Total.
- C. Bundled equals True.
- D. Pricing Method equals Percent of Total.

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Salesforce CPQ-301 exam consists of 60 multiple-choice questions that must be completed in 105 minutes. CPQ-301 exam is available in several languages, including English, Spanish, French, German, and Japanese. Candidates must achieve a passing score of 65% or higher to earn the certification. CPQ-301 exam can be taken online or in-person at a testing center.

Salesforce CPQ-301 certification exam covers a wide range of topics, including product configuration, pricing and quoting, order management, and renewal management. CPQ-301 Exam is designed to test the candidate's ability to configure and customize Salesforce CPQ solutions to meet the business requirements of their organization. Additionally, the exam evaluates the candidate's knowledge of best practices in Salesforce CPQ administration, including data management, security, and reporting.

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### **Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q191-Q196):**

#### **NEW QUESTION # 191**

Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product.

How can the Admin meet this requirement?

- A. Create an end-of-life checkbox on the Product, then create a Search Filter to exclude any Product marked end-of-life from Product Selection.
- B. **Create a new renewal Product, then link it to the end-of-life Product by using the Renewal Product lookup.**
- C. Delete the Product so it is unavailable for new business Quotes.
- D. Deactivate the Product since CPQ allows inactive Products to be renewed.

**Answer: B**

#### **NEW QUESTION # 192**

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal

Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True. What are two ways a sales user should generate an accurate Renewal Quote?

- A. Clone the original Quote and update Quote Type to Renewal.
- B. **Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.**
- C. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.
- D. **Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.**

**Answer: B,D**

#### **NEW QUESTION # 193**

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent Total option's calculation should be based on other options on the same level.

How should the admin set this up?

- A. Set the Percent of Total Scope field on the Product Option record to a value of Group.
- B. Set the percent of Total Category field on each Product in the bundle to the same value.
- C. Set the percent of Total Scope field on the product Option record to a value of package.
- D. **Set the percent of Total Scope field on the Product Option record to a value of Components.**

**Answer: D**

#### **NEW QUESTION # 194**

Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

- A. The Segmented Summary Fields field set
- B. The Line Subtotals Total field package setting
- C. The Summary Fields field set
- D. The Totals Field package setting

**Answer: C**

#### NEW QUESTION # 195

Universal Containers sells a monthly subscription service that is offered to their clients with a ramp option. This subscription is priced with a setup fee, an installation fee, and a recurring fee. Which set of actions would meet these requirements?

- A. Create a single product with two monthly price dimensions and one one-time price dimension.
- B. Create a single product with two one-time price dimensions and one monthly price dimension.
- C. Create a single product with three monthly price dimensions
- D. Create three products to represent the setup fee, the installation fee and the monthly fee each with a monthly price dimension, and combine them into a bundle.

**Answer: D**

#### NEW QUESTION # 196

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