

Configure and Administer a Salesforce CPQ Solution Certification Sample Questions and Practice Exam



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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 (Q60-Q65):

NEW QUESTION # 60

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

- A. The Approval Chains are completed in the order displayed on screen.
- B. The Approval Chain with the lowest Final Approval Step value is completed first.

- C. The Approval Chains start the same time and are completed independent of other chains.
- D. The Approval Chain with the lowest Approval Step is completed first.

Answer: B

NEW QUESTION # 61

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- A. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.
- B. Remove the Subscription flag from the Product's Search Filters Field Set.
- C. Remove the Subscription flag from the Product's Search Results Field Set.
- D. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.

Answer: A

NEW QUESTION # 62

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- A. Order Product
- B. Asset
- C. Asset and Opportunity Product
- D. Asset and Order Product

Answer: D

NEW QUESTION # 63

Universal Containers (UC) sells product A with a tiered pricing model using a discount scheduled three discount tiers. UC signed an agreement that gives a client a 50% discount on product A with a flat rate for the next calendar year overriding the current discount schedule.

Which set of actions would meet these requirements?

- A. Create a product rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote line for product A when the account associated with the quote is this client.
- B. Create a price book for this client with a price book entry at half the price for Product A and create Flow that assigns this price book to all opportunities for this client.
- C. Create a price rule that applies the 50% discount to the List Price and inserts it into the Customers price field on the quote line when the account associated with the quote is this client.
- D. Create a discount scheduled with the single discount tier at 0% discount and associated it with contracted Price giving 50% discount to product A on this client's account record.

Answer: D

NEW QUESTION # 64

A contract begins April 1st and ends December 31st. The contract has been amended twice so far. The first amendment has an Amendment Start Date of June 1st. The second amendment has an Amendment Start Date of August 1st.

If the current date is October 1st, what is the earliest possible Amendment Start Date for a third amendment?

- A. January 1st
- B. April 1st

- C. October 1st
- D. August 1st

Answer: C

NEW QUESTION # 65

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