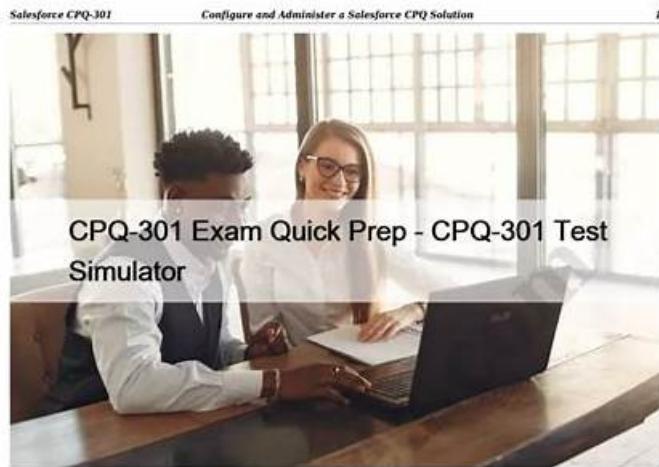


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Passing the Salesforce CPQ-301 exam is a valuable achievement for professionals who are interested in pursuing a career in Salesforce administration, consulting, or development. It demonstrates that you have a deep understanding of CPQ solutions and can effectively configure and administer them. By passing CPQ-301 exam, you will gain the skills and knowledge necessary to help companies improve their sales processes, increase efficiency, and drive revenue growth.

Salesforce CPQ-301 Exam covers a wide range of topics, including the configuration of pricing and product rules, setting up quote templates, managing product bundles, and creating custom fields and objects. Candidates are required to have a deep understanding of Salesforce CPQ and its integration with other Salesforce products. They must be able to troubleshoot common issues and provide solutions to problems that may arise during the implementation process.

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### Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q20-Q25):

#### NEW QUESTION # 20

Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin field has been created on the Asset record. UC contracts from the Order.

When leveraging the twin field functionality to pass this information to the Asset record, on which object should the admin create a twin field'

- A. Opportunity Product
- B. Order Product
- C. **Quote Line**
- D. Product Option

**Answer: C**

#### NEW QUESTION # 21

Universal Containers has decided to mark up prices instead of discounting. Product A is valued at \$10 and Product B is valued at \$20. Product A is a 10% markup and Product B is a 20% markup. Which pricing method would the Admin set up, and what would the final price be for each product?

- A. Cost, Product A price would be \$11, Product B price would be \$24
- B. Cost, Product A price would be \$12, Product B price would be \$24
- C. List, Product A price would be \$11, Product B Price would be \$22
- D. List, Product A price would be \$11, Product B price would be \$24

**Answer: A**

#### NEW QUESTION # 22

A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change. How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. **Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.**
- B. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- C. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.
- D. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.

**Answer: A**

#### NEW QUESTION # 23

Universal Containers sells products that require serial numbers assigned to each product that is sold. These products do not expire

and the serial number is assigned to each record after the contract is created. Which Product field value should the Admin set up to handle this use case?

- A. Subscription Type: One-Time
- **B. Asset Conversion: One Per Unit**
- C. Subscription Price: List Price
- D. Asset Conversion: One Per Line

**Answer: B**

#### **NEW QUESTION # 24**

The Admin wants quote Terms to display on an output document which includes existing admin-created sections. Which object records should the Admin create for the output document?

- A. Quote Term, Template Section, Terms and Conditions
- B. Quote Term, Template Content with Type set to HTML, Template Section
- **C. Quote Term, Template Content with Type set to Quote Terms, Template Section**
- D. Quote Term, Template Content with Type set to Quote Terms, Terms and Conditions

**Answer: C**

#### **NEW QUESTION # 25**

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Students are given a fixed amount of time to complete each test, thus Salesforce Exam Questions candidate's ability to control their time and finish the Configure and Administer a Salesforce CPQ Solution (CPQ-301) exam in the allocated time is a crucial qualification. Obviously, this calls for lots of practice. Taking TestSimulate CPQ-301 Practice Exam helps you get familiar with the Configure and Administer a Salesforce CPQ Solution (CPQ-301) exam questions and work on your time management skills in preparation for the real Configure and Administer a Salesforce CPQ Solution (CPQ-301) exam.

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