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The CPQ-301 exam is a valuable certification for Salesforce professionals who want to specialize in CPQ solutions. Obtaining this certification demonstrates to employers that the candidate has the knowledge and skills required to administer and configure CPQ solutions in Salesforce. Configure and Administer a Salesforce CPQ Solution certification can also help professionals advance their careers and increase their earning potential. Overall, the CPQ-301 exam is a great way for Salesforce professionals to enhance their skills and demonstrate their expertise in the field of CPQ solutions.

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You have to get the Salesforce CPQ-301 certification that can keep your job safe and give you a rise in the competition. Success in the CPQ-301 exam improves your rank at your workplace. The Configure and Administer a Salesforce CPQ Solution (CPQ-301) certification exam helps to upgrade your skills and learn new technologies and applications which you can use in your live projects. If you are worried about how to prepare for the CPQ-301 Certification Exam, just download Itcertmaster real CPQ-301 Dumps PDF and study well to crack it. Using the CPQ-301 exam questions of Itcertmaster is the easiest way to pass the Configure and Administer a Salesforce CPQ Solution (CPQ-301) test.

Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is a highly specialized certification that is designed for Salesforce professionals who are interested in enhancing their skills in configuring and administering Salesforce CPQ solutions. Configure and Administer a Salesforce CPQ Solution certification exam is aimed at individuals who are already familiar with Salesforce fundamentals and are looking to expand their knowledge and expertise in the CPQ domain.

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## **Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q193-Q198):**

### **NEW QUESTION # 193**

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the Admin set up these requirements for the users?

- A. Set Max Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- B. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for support.
- C. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for support.
- **D. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.**

**Answer: D**

### **NEW QUESTION # 194**

Universal Containers (UC) sells the same Extended Warranty product to customers in three different industry segments: Commercial, Enterprise, and Education. The list price depends on the customer segment. Product pricing can change frequently within each segment.

How should the admin set up the Product and Price Book to apply the correct pricing, and the pricing team can easily update pricing?

- A. One Product record should be set up with three Price Books, one for each industry segment.
- B. Three Product records should be set up with multiple price book entries on a single Price Book.
- **C. One Product record should be set up with a Price Dimension representing each industry segment.**
- D. Three Product records with three Price Books should be set up for each industry segment.

**Answer: C**

### **NEW QUESTION # 195**

The sales manager at Universal Containers wants to ensure that bundles:

\* Cannot be reconfigured when a final quote is created.

- A. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ\_\_Type\_c is not equal to "Renewal".
- **B. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ\_\_Type\_c is equal to "Renewal".**
- C. Allow sales reps to configure bundles only on new or amendment quotes.
- D. Ensure SBQQ\_\_ReconfigurationDisabled\_c is set to TRUE on the Bundle product.

**Answer: B**

### **NEW QUESTION # 196**

An Admin is working on a primary Quote attached to an Opportunity. The Pricebook & currency on the Quote & opportunity match. However, not all products from the Quote are being transferred to the opportunity, & no error message is displayed. Which 3 reasons explain why these Products failed to create Opportunity Products? Choose 3 answers.

- **A. Products with an effective quantity of zero do not transfer to the opportunity.**
- B. Products with a Price of zero do not transfer to the Opportunity.
- C. No valid pricebook entry can be found for these products.

- D. Validation Rules on the Opportunity product silently fail.
- E. "Exclude from Opportunity" is marked on the Product record.

**Answer: A,D,E**

#### **NEW QUESTION # 197**

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

- A. `{!Text.VariableName}`
- B.  `${Data.VariableName}`
- C. `{!Data.VariableName}`
- D.  `${Text.VariableName}`

**Answer: A**

#### **NEW QUESTION # 198**

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