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Salesforce CPQ-301 is a certification exam designed for professionals who are interested in configuring and administering a Salesforce CPQ solution. It is ideal for individuals who are already familiar with Salesforce and want to specialize in CPQ. CPQ-301 exam covers a wide range of topics, including product configuration, pricing and quoting, contract management, and integration with other Salesforce solutions. The CPQ-301 exam is a must-have for individuals who want to demonstrate their knowledge and expertise in Salesforce CPQ and stand out in the competitive job market.

The CPQ-301 Exam covers a wide range of topics, including advanced product configuration techniques, pricing rules, discounting strategies, and contract management workflows. Candidates are also expected to have a deep understanding of the Salesforce platform and be able to integrate CPQ with other Salesforce solutions seamlessly. CPQ-301 exam is designed to test the candidate's ability to solve real-world business problems using CPQ and to provide solutions that meet the unique requirements of their organization.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q81-Q86):

NEW QUESTION # 81

Universal Containers (UC) has products that will only be utilized as Product Options inside five different bundle products. When a user adds products to the Quote Line Editor, UC wants:

Bundle products to show in the Product Selection page.

Products that are Product Options of the bundles to be excluded from the Product Selection page.

How should the admin set up the bundle?

- A. Select the Selectbox on each product option and mark the Product inactive.
- **B. Select the Component checkbox on any Product that is a Product Option for the bundles.**
- C. Select the Hidden for any Product that is a Product Option for the bundles.
- D. Select the bundle on each Product option and mark the Product inactive

Answer: B

NEW QUESTION # 82

Formula fields may be used as a Conditional Print Field to control whether a section appears or not.

- **A. True**
- B. False

Answer: A

NEW QUESTION # 83

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders?

Choose 2 answers

- **A. Set the Order By field on the Quote to Product Family.**
- **B. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.**
- C. Set the Order By field on the Quote Line to Product Family.
- D. Enable Allow Multiple Orders from a checkbox on the Quote.

Answer: A,B

NEW QUESTION # 84

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

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

Answer: A

NEW QUESTION # 85

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 # 86

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