Exam Questions for Salesforce CPQ-301 in PDF Format

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 filed 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 filed.
- B. Create one rule with one condition that compares the product field with the configuration attribute filed.
- C. Create one rule with three conditions, each that compares the configuration attribute filed 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 users 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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On successful completion of the Salesforce CPQ-301 exam, candidates are awarded the Salesforce Certified CPQ Specialist certification, which validates their skills and expertise in administering and customizing Salesforce CPQ. Configure and Administer a Salesforce CPQ Solution certification enhances the candidate's credibility and increases their employability in the Salesforce ecosystem, giving them a competitive edge in the market.

To successfully pass the CPQ-301 Exam, candidates must have a deep understanding of Salesforce CPQ configuration, pricing, and quoting functionality. They should be well-versed in creating product bundles, discount schedules, and pricing rules. They should also be familiar with Salesforce CPQ's integration capabilities, including integrations with other Salesforce products and third-party systems.

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Salesforce CPQ-301 Certification Exam is a valuable credential for individuals who work with Salesforce CPQ solutions. It validates their skills and knowledge and can lead to career advancement opportunities. Whether taken online or in-person, the exam is a rigorous test of an individual's expertise in configuring and administering Salesforce CPQ solutions.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q14-Q19):

NEW QUESTION # 14
An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.
How should the admin meet this requirement?

- A. Create a Quote formula field named StartSegmented__c that returns 0.
- B. Set the Price Dimension's Type to One-Time.
- C. Set the Product's Default Pricing Table to Standard.
- D. Set the Display Order of the Desegment Line action to 1,

Answer: B

NEW QUESTION # 15
Universal Containers (UC) sells its Products in three currencies: USD, GBP, and EUR. UC wants to make a renewable Support SKU available for selection in only USD and EUR and has completed the necessary configuration and/or record creation to support the behavior.
What is the expected behavior when a user attempts to add the Support SKU to a Quote in each currency?

- A. * USD: Error presented to User in Product Selection* GBP: Error presented to User In Product Selection* EUR: Error presented to User in Product Selection
- B. * USD: Added to Quote at Pricebook Entry's Ust Price* GBP: Added to Quote with 0 List Price* EUR: Added to Quote at Pricebook Entry's List Price
- C. * USD: Product is unavailable In Product Selection* GBP: Product is unavailable In Product Selection* EUR: Product is unavailable in Product Selection
- D. * USD: Added to Quote at Pricebook Entry's List Price* GBP: Product is unavailable in Product Selection* EUR: Added to Quote at Pricebook Entry's List Price

Answer: D

NEW QUESTION # 16
Universal Containers has a multi-laver bundle with a Percent c# Total option In the first level. This Percer Total option's calculation should be based on other options in 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 Scope field on the Product Option record to a value of Components.
- C. Set the percent of Total Category field on each Product in the bundle to the same value.
- D. Set the percent of Total Scope field on the product Option record to a value of package.

Answer: B

NEW QUESTION # 17

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 bundles?

- A. Select the selected checkbox on each Product Option and mark the Product inactive.
- B. Select the bundled checkbox on each Product Option and mark the Product inactive.
- C. Select the component checkbox on any Product that is a Product Option for the bundles.
- D. Select the Hidden checkbox for any Product that is a Product Option for the bundles.

Answer: C

NEW QUESTION # 18

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as- is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- C. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- D. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.

Answer: B

NEW QUESTION # 19

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