Pass Guaranteed Quiz CPQ-301 - Configure and Administer a Salesforce CPQ Solution–The Best Best Study Material

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To become certified in Salesforce CPQ-301, individuals must have a deep understanding of how to configure and administer CPQ solutions. They must also be knowledgeable in the best practices for managing pricing and quotes, as well as be familiar with the various automation tools available in Salesforce CPQ. Configure and Administer a Salesforce CPQ Solution certification exam is ideal for individuals who work in sales, operations, or IT, and who are seeking to advance their careers in the Salesforce ecosystem.

Salesforce CPQ-301 Certification Exam covers a wide range of topics, including CPQ administration, product configuration, pricing and quoting, and contract management. CPQ-301 Exam is designed to test the candidate's ability to configure and administer Salesforce CPQ solutions in a real-world scenario. CPQ-301 exam consists of 60 multiple-choice questions, which are to be completed within 90 minutes.

By obtaining the Salesforce CPQ-301 certification, you will be able to demonstrate your expertise in Salesforce CPQ solutions. Configure and Administer a Salesforce CPQ Solution certification will set you apart from other professionals in the industry and increase your job opportunities. You will also gain access to the Salesforce Certified Professional community and be able to attend exclusive events and training sessions.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q119-Q124):

NEW QUESTION # 119
Universal Containers sells a subscription Product Z that is sold in yearly segments, but would like to prevent the User from
discounting the first segment.
How should the CPQ Admin ensure the User will not be able to discount the first segment? Choose one answer

- A. Create two Price Dimensions, then set Non Discountable to False on the first Price Dimension.
- B. Write a Price Rule to inject 0 into Additional Discount when Product Code = Product Z and Initial Segment = True.
- C. Set First Segment Term Editable to Only Custom Segments in the yearly Price Dimension record.
- D. Write a Price Rule to run when Product Code = Product Z and Segment Index = 1, with a Price Action setting Non
  Discountable to True.

Answer: D

NEW QUESTION # 120
Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to
the Quote.
How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Sort Order as the only null Sort Order of any Product.
- B. Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- C. Set the Product Code as the first alphabetically of any Product's Product Code.
- D. Set the Product's Product Code as the only null Product Code of any Product.

Answer: B

NEW QUESTION # 121
Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes. Instead of having a
separate SKU for all combinations, UC needs the sales reps to specify location, color,
and size during configuration.
What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Configuration Attributes.
- B. Product Features.
- C. Option constraints.
- D. Product Options.

Answer: A

NEW QUESTION # 122
Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a
price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event
field should be selected for this price rule?

- A. After Calculate
- B. On Calculate
- C. On Calculate and After Calculate
- D. Before Calculate and On Calculate

Answer: A

NEW QUESTION # 123
An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up
to correctly map between Quote Lines and Product Options.
Which setup will ensure this condition is met?

- A. On the Configuration Attribute. Auto-Select is False.

- B. On the bundled parent. Apply to Product Options is False.
- C. On the Configuration Attribute. Apply to Product Options is False.
- D. On the child options. Apply Immediately is False and Apply Immediately Context is Always.

Answer: B

NEW QUESTION # 124

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