

CPQ-301證照，CPQ-301題庫資料



此外，這些KaoGuTi CPQ-301考試題庫的部分內容現在是免費的：<https://drive.google.com/open?id=1trr7VlxA6I4qfSxj3b7tx5e9WfWIy-A>

你是一名IT人員嗎？你報名參加當今最流行的IT認證考試了嗎？如果你是，我將告訴你一個好消息，你很幸運，我們KaoGuTi Salesforce的CPQ-301考試認證培訓資料可以幫助你100%通過考試，這絕對是個真實的消息。如果你想在IT行業更上一層樓，選擇我們KaoGuTi那就更對了，我們的培訓資料可以幫助你通過所有有關IT認證的，而且價格很便宜，我們賣的是適合，不要不相信，看到了你就知道。

Salesforce CPQ-301考試涵蓋廣泛的主題，包括定價和產品配置、產品捆綁、報價模板和訂單管理等。候選人必須對Salesforce平台有深刻的了解，包括其核心功能和CRM能力。考試要求對Salesforce CPQ及其與Sales Cloud和Service Cloud等其他Salesforce產品的整合有深入的理解。

對於嘗試認證考試的候選人來說，掌握Salesforce CPQ的深入知識是必要的。這可能包括熟悉Salesforce CPQ配置選項、定價模型和元件、產品套餐和選項等因素。候選人還應該熟練掌握生成報價、合同和訂單等功能，以及將CPQ與Salesforce CRM集成的功能。此外，考試還可能包含有關Salesforce治理的問題，包括政策和程序以及系統管理實踐。

>> CPQ-301證照 <<

CPQ-301證照 | Configure and Administer a Salesforce CPQ Solution合法有效的通過利刃

KaoGuTi 就是一個可以滿足很多參加 Salesforce 的 CPQ-301 認證考試的IT人士的需求的網站，但是要想通過 CPQ-301 考試還需要大家認真理解。即使是Salesforce 的 CPQ-301 擬真試題和真實考試中的差不多，建議大家考試的時候，還是要把題看清楚，不能完全按照 CPQ-301 擬真試題中的命令去做。要靈活運用，積極思考，不能死搬硬套。通過這個考試是需要豐富的知識和經驗的，而積累豐富的知識和經驗是需要時間的。

Salesforce CPQ-301認證考試是對CPQ解決方案感興趣的人的重要認證。這是一項全面的考試，可以測試候選人對CPQ配置，定價和引用，產品配置和報價模板設計的知識。通過正確的準備和培訓，個人可以贏得此認證，並向潛在雇主，客戶和合作夥伴展示其在CPQ解決方案方面的專業知識。

最新的 Salesforce CPQ Specialist CPQ-301 免費考試真題 (Q94-Q99):

問題 #94

Universal Containers wants to prevent users from selecting a Product Option when a conflicting one has been chosen. The Product Options that should not be selected should not be displayed to the users. The Admin needs to set up a Product Selection Rule to meet this requirement. Which Type should be used for the product Action?

- A. Hide and Remove
- B. Hide
- C. Disable and Remove
- D. Disable

答案： A

問題 #95

An Admin has created a new bundle, and a Product Rule associated with it. Universal Containers want the Product Rule to fire within this specific bundle. Which is a valid setup for the Configuration Rule?

- A. The Configuration Rule must be associated with Product records used in Product Actions.
- **B. The Configuration Rule must be associated with the Parent Product in the bundle.**
- C. The Configuration Rule must be associated with the Product Feature used within the bundle.
- D. The Configuration Rule must be associated with the Product Option records used in Product Actions.

答案： B

問題 #96

Cloud Kicks (CK) uses Salesforce CPQ to streamline its sales process for customers, partners, and distributors. As part of CK's implementation, sales reps are able to specify a Partner Discount within the Quote Line Editor.

Sales reps are reporting the Quote and Quote Lines' prices fail to recalculate automatically after a value is entered or changed in the Partner Discount field. The reps must press the Save or Quick Save button manually to trigger the calculation instead. How can the consultant ensure the real-time calculation is triggered in response to field changes within the Quote Line Editor?

- A. Ensure the ChannelDiscountsOffUst__c field value is set to 1.
- B. Enable the Partner Discount in the Calculating Fields field set
- C. Ensure the ApplyPartnerDiscountfirst__c field value is set to 1.
- **D. Enable the Calculate Immediately field on the Pricing and Calculation tab.**

答案： D

問題 #97

What does a user need to do before co-terminating a new quote with an existing contract?

- A. Set the Contract's Master Contract field to TRUE and ensure the new Quote has Contracted Method * "Single Contract".
- B. Ensure the Account has active Contracts and uses Contract Co-Termination = "Prompt" and Co-Termination Event = "Add-On".
- C. Set Preserve Bundle Structure to TRUE in the managed package settings and on the Account from which the user creates the Quote.
- **D. Select "Single Contract" for Contracting Method on the original Quote, and Contract Co-Termination "Always" on the Account**

答案： D

問題 #98

Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. * List Unit Price: \$150* Regular Unit Price: \$150* Customer Unit Price: \$140* Net Unit Price: \$140
- **B. * List Unit Price: \$150* Regular Unit Price: \$100* Customer Unit Price: \$90* Net Unit Price: \$90**
- C. * List Unit Price: \$100* Regular Unit Price: \$100* Customer Unit Price: \$90* Net Unit Price: \$90
- D. * List Unit Price: \$150* Regular Unit Price: \$150* Customer Unit Price: \$100* Net Unit Price: \$90

答案： B

問題 #99

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CPQ-301題庫資料: https://www.kaoguti.com/CPQ-301_exam-pdf.html

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