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## Top 5 Facts to Rely on Salesforce CPQ-301 Practice Tests



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Salesforce CPQ-301 is one of the important certification exams. ValidTorrent's experienced IT experts through their extensive experience and professional IT expertise have come up with IT certification exam study materials to help people pass Salesforce Certification CPQ-301 Exam successfully. ValidTorrent's providing learning materials can not only help you 100% pass the exam, but also provide you a free one-year update service.

In order to take the CPQ-301 exam, candidates must have a strong understanding of Salesforce and its various modules, including Sales Cloud, Service Cloud, and Community Cloud. They should also have experience with configuring and customizing Salesforce CPQ solutions, including creating pricing rules, configuring product bundles, and managing discount schedules. Additionally, candidates should be familiar with the Salesforce CPQ API and how to integrate it with other systems.

Salesforce CPQ-301 exam is designed for professionals who are interested in learning how to configure and administer Salesforce CPQ solutions. CPQ stands for Configure, Price, and Quote, and it is a powerful sales tool used to streamline the sales process. CPQ-301 Exam is designed to test your knowledge in various areas such as product configuration, pricing, quoting, and other administrative tasks.

Salesforce CPQ-301 is a certification exam designed for professionals who want to configure and administer a Salesforce CPQ solution. CPQ-301 exam is intended for those who have experience in Salesforce and are familiar with the basics of CPQ. It tests

their ability to design, configure, and manage the solution to meet business needs. CPQ-301 exam consists of 60 multiple-choice questions that need to be answered within 90 minutes.

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### Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q124-Q129):

#### NEW QUESTION # 124

Composite Summary Variables are Summary Variables that are combined with an additional calculation?

- A. True
- B. False

**Answer: A**

#### NEW QUESTION # 125

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent Total option's calculation should be based on other options on the same level.

How should the admin set this up?

- A. Set the percent of Total Category field on each Product in the bundle to the same value.
- B. Set the percent of Total Scope field on the Product Option record to a value of Components.
- C. Set the percent of Total Scope field on the Product Option record to a value of package.
- D. Set the Percent of Total Scope field on the Product Option record to a value of Group.

**Answer: B**

#### NEW QUESTION # 126

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.

The Product has been configured as such:

Percent of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

- A.

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Base	Net
Product Option	Percent of Total Scope	Components

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Base	Customer
Product Options	Percent of Total Scope	Package

- B.

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Scope	Net
Product Option	Percent of Total Base	Components

- C.

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Scope	Components
Product Options	Percent of Total Base	Customer

- D.

**Answer: B**

#### NEW QUESTION # 127

Universal Containers wants to default the value of the Location process input based on the location determined on the Quote. How should the Admin fulfill this requirement?

- A. Add the API name of the Location field on the Quote to the Default Field picklist on process input.
- B. Add the API name of the Location field on the Quote to the Default Field picklist on the quote process.
- C. **Create twin fields that map between the Location field on the Quote to the Location process input.**
- D. Create a Process Input field called Location and add the API name of the Location field on the quote to its picklist.

**Answer: C**

#### NEW QUESTION # 128

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?

- A. Check the Optional check box on the Bundle Product Record.
- B. Check the Hidden checkbox on the Product option Record.
- C. **Check the Hidden checkbox on the Bundle Product Record.**
- D. Check the Exclude From Opportunity checkbox on the Bundle Product Record.

**Answer: C**

#### NEW QUESTION # 129

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