

Valid CPQ-301 Reliable Exam Blueprint Supply you Latest-updated Reliable Test Book for CPQ-301: Configure and Administer a Salesforce CPQ Solution to Study easily



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Salesforce CPQ-301 is an advanced certification exam that focuses on configuring and administering a Salesforce CPQ solution. CPQ stands for Configure, Price, and Quote, which is a software solution that helps businesses streamline their sales process by automating the quoting and pricing process. The CPQ-301 exam is designed for professionals who have experience with Salesforce and want to specialize in CPQ solutions.

Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is designed for professionals who are interested in demonstrating their expertise in administering and configuring Salesforce CPQ solutions. Configure and Administer a Salesforce CPQ Solution certification exam validates the knowledge of individuals in various areas such as product configuration,

pricing, quoting, and contract management. CPQ-301 Exam is ideal for professionals, such as Salesforce administrators, consultants, developers, and architects, who want to enhance their skills and knowledge of Salesforce CPQ.

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CPQ-301 Reliable Test Book & Learning CPQ-301 Materials

All CPQ-301 online tests begin somewhere, and that is what the CPQ-301 training guide will do for you: create a foundation to build on. Study guides are essentially a detailed CPQ-301 training guide and are great introductions to new CPQ-301 training guide as you advance. The content is always relevant, and compound again to make you pass your CPQ-301 exams on the first attempt.

To take the Salesforce CPQ-301 exam, candidates should have a solid understanding of Salesforce administration, as well as experience using Salesforce CPQ. CPQ-301 exam is intended for professionals who are responsible for managing and implementing CPQ solutions, including Salesforce administrators, consultants, and developers. Passing the CPQ-301 Exam and obtaining the certification demonstrates that the candidate has the necessary skills and knowledge to successfully administer and configure Salesforce CPQ solutions, which can be a valuable asset for any organization that uses Salesforce for sales automation and management.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q191-Q196):

NEW QUESTION # 191

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- A. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.
- B. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- C. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- D. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.

Answer: D

NEW QUESTION # 192

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30. In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement? Choose 2 answers

- A. Create a custom formula Indicating if the Payment Terms are Net 30.
- B. Create an additional Line Items section without the Monthly Price field.
- C. Include Monthly Price in the Quote Line Editor Field set.
- D. Set the Conditional Print Field on the Line Column record.

Answer: A,C

NEW QUESTION # 193

Product A has the 'One per Unit' option selected within the Asset Conversion picklist. Users are reporting that when they modify the quantity for Product A on an amendment Quote, the following error displays:

"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update." What should the CPQ specialist do to ensure sales reps can edit the quantity of asset-based products within an amendment Quote?

- A. Conversion field value to "None".
- B. Set the Asset Amendment Behavior field value to "Allow Refund".
- C. Set the Asset Amendment Behavior field value to "Default".

- D. Set the Asset Conversion field value to "One per Quote".

Answer: D

NEW QUESTION # 194

Bundle G contains various add-only options for the purpose of cross sales, Universal Containers (UC) wants to ensure that sales reps have the flexibility to increase the quantity of add-on option without reconfiguring the bundle.

Which two configuration should UC See to allow for the fallibility?

- A. Set the Product to quantity Editable = TRUE
- B. Set the Product Option to Quantity Editable = TRUE.
- C. Set the Product Type to Accessory.
- D. Set the product Option Type to Related Product.

Answer: B,C

NEW QUESTION # 195

What is the calculated List Unit Price the user should see for Cloud Storage Support?

- A. \$23
- B. \$273
- C. \$225
- D. \$50

Answer: C

NEW QUESTION # 196

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