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Salesforce CPQ-301 exam is ideal for professionals who work with Salesforce CPQ on a daily basis, such as Salesforce administrators, business analysts, and developers. CPQ-301 exam consists of 60 multiple-choice questions and has a time limit of 105 minutes. The passing score for the exam is 65%, and it is recommended that candidates have at least six months of experience working with Salesforce CPQ before attempting the exam. Upon passing the exam, candidates will receive the Salesforce Certified CPQ Specialist certification, which is a valuable asset for professionals looking to advance their career in the field of Salesforce CPQ.

Salesforce CPQ-301 Certification Exam covers a wide range of topics, including Salesforce CPQ architecture, pricing and quoting, product bundling, discounting, and approvals. Candidates will be tested on their ability to configure and administer Salesforce CPQ solutions using best practices and industry standards. CPQ-301 exam also covers topics such as data modeling, security, and integration with other Salesforce products.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample

Questions (Q145-Q150):

NEW QUESTION # 145
What additional field is required for all records when using Approval Variables vs. Summary Variables?

- A. List Variable
- B. Combine With
- C. Net Variable
- D. Type

Answer: D

NEW QUESTION # 146
How do you ensure that the value a user inputs into a Configuration Attribute is preserved so that the user does not need to re-enter it when reconfiguring the bundle at a later time?

- A. Add the Configuration Attribute to the ReferencedFields field set
- B. Create a field on the Quote Line object that has the same data type and API name as the field you created on the Product Option object
- C. Check the "Store Value" checkbox on the Configuration Attribute record
- D. Check the "Store Configuration Attribute Values" checkbox in the Steelbrick package settings

Answer: B

NEW QUESTION # 147
The admin at Universal Conteiners has received several reports that unwanted price changes have occurred on Quotes that have already been approved.
Which two configuration changes should the admin make to prevent this issuc from happening?
Choose 2 answers

- A. Create a Product Rule, type Validation, that blocks users from editing Quote or Quote Line fields.
- B. Add a Validation Rule on an approved Quote and Quote Line to prevent any material changes.
- C. Remove any edit permissions on pricing ficlds in the ficld level security.
- D. Assign a different layout to ensure users cannot access the Quote Line Editor, and hide the related list of Quote Lines.

Answer: A,B

NEW QUESTION # 148
Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.
How should the Admin set up these requirements for the users?

- A. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- B. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for support.
- C. Set Max Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- D. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for support.

Answer: A

NEW QUESTION # 149
Universal Containers (UC) uses USD. GBP, and EUR and has Multi-Currency enabled.
UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.
UC products have one set of EUR and GBP prices for European customers.
What is the most effective way to set up UC's Price Books'

- A. Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific -USD, Europe - EUR, Europe - GBP).
- B. Create three Price Books, one for each currency (USD, EUR, GBP).
- C. Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia Pacific.
- D. Create three Price Books, one for each region (America, Asia Pacific, Europe).

Answer: C

NEW QUESTION # 150

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