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Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is designed to test the knowledge and skills of professionals who are responsible for configuring and administering Salesforce CPQ solutions. Configure and Administer a Salesforce CPQ Solution certification exam is not only for Salesforce administrators, but also for sales professionals and consultants who want to enhance their skills and knowledge in Salesforce CPQ. The CPQ-301 exam is an advanced-level certification that demonstrates a professional's ability to configure and administer Salesforce CPQ solutions.

The CPQ-301 exam is a valuable certification for Salesforce professionals who want to specialize in CPQ solutions. Obtaining this certification demonstrates to employers that the candidate has the knowledge and skills required to administer and configure CPQ solutions in Salesforce. Configure and Administer a Salesforce CPQ Solution certification can also help professionals advance their careers and increase their earning potential. Overall, the CPQ-301 exam is a great way for Salesforce professionals to enhance their skills and demonstrate their expertise in the field of CPQ solutions.

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Salesforce CPQ-301 certification exam is designed for professionals who want to demonstrate their expertise in configuring and administering Salesforce CPQ solutions. CPQ stands for Configure, Price, and Quote, and it's a powerful tool that helps sales teams to streamline their processes for creating quotes and proposals. The CPQ-301 exam covers a range of topics related to Salesforce CPQ, including product configuration, pricing and discounting, quoting and proposals, and order management.

Salesforce CPQ-301 exam is intended for professionals who have experience working with Salesforce and have completed the Salesforce Certified Administrator exam. CPQ-301 exam builds on the skills and knowledge gained from the administrator certification and provides a deeper understanding of Salesforce CPQ solutions. It is recommended that candidates have at least six months of experience working with Salesforce CPQ before taking CPQ-301 Exam.

Salesforce CPQ-301 certification is highly valued in the industry and is recognized as a benchmark of excellence in CPQ

administration. It demonstrates that the holder has the knowledge and skills required to configure and administer Salesforce CPQ solutions, and can help organizations increase sales efficiency, reduce errors, and improve customer satisfaction. Configure and Administer a Salesforce CPQ Solution certification is ideal for professionals who work in sales operations, pricing, product management, or IT, and who are looking to enhance their career prospects and demonstrate their expertise in Salesforce CPQ.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q173-Q178):

NEW QUESTION # 173

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

- A. Select Add as the Option Selection Method on the Bundle product.
- B. Select Click as the Option Selection Method on the Bundle product.
- C. Select the Required checkbox on each Product Option in the Bundle.
- D. Select the Hidden checkbox on the Bundled Product record.

Answer: A

NEW QUESTION # 174

The sales reps at Universal Containers want the Quote Line Editor to always display the column headers and the Quote Total on the desktop user interface, regardless of how many Quote Lines are present. How can an admin meet the requirement?

- A. Enable the Group Line items checkbox on the Quote to be checked by default.
- B. Enable Compact Mode so all of the Quote Lines fit on the screen at once.
- C. Enable Large configurations to freeze the Total and Column Headers.
- D. Enable Large Quote Experience to freeze the Total and column headers.

Answer: C

NEW QUESTION # 175

An annual subscription for Product A sells for \$100 and has a Term Discount Schedule established on its Product record. A volume-based Discount Schedule is related to Contracted Price that applies to Product A. Product A is added to a Quote for an Account that uses the Contracted Price. As quoted, product A qualifies for a 10% volume-based discount and a \$20 term-based discount. Which values for Special Price and Regular Price are expected if the Quote's Subscription Term is 24 months?

- A. Special Price = \$100, Regular Price = \$144
- B. Special Price = \$100, Regular Price = \$140
- C. Special Price = \$90, Regular Price = \$140
- D. Special Price = \$72, Regular Price = \$144

Answer: B

NEW QUESTION # 176

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- B. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.
- C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- D. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.

Answer: A

NEW QUESTION # 177

"Universal Containers has a bundle configured and wants to add user selectable products to the configuration that will affect the bundle price. How should the CPQ Admin configure the bundle?

Choose one answer

- A. Add a Price Rule.
- B. As a Product Feature.
- C. Add a Product Rule."
- D. As a Product Option.

Answer: D

NEW QUESTION # 178

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