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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 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 CPQ-301 certification exam is designed for professionals who wish to demonstrate their expertise in configuring and administering a Salesforce CPQ (Configure, Price, Quote) solution. CPQ-301 Exam evaluates the candidate's knowledge and skills in various areas such as product bundling, pricing, quoting, contracting, and order management. Configure and Administer a Salesforce CPQ Solution certification is suitable for individuals who work as Salesforce administrators, business analysts, consultants, or developers, and are involved in implementing or customizing Salesforce CPQ solutions.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q93-Q98):

NEW QUESTION # 93

An admin is setting up multiple Option Constraints. When configuration the bundle, a user should be unable to select Product B unless the user has also selected Product A.

What are two steps the Admin must take to set up the Option Constraint?
Choose 2 answers

- A. Option Constrain Group should be populated.
- **B. type should be dependency.**
- **C. The Active checkbox should be set to True.**
- D. Check Prior purchases should be set to False.

Answer: B,C

NEW QUESTION # 94

Universal Containers sells a monthly subscription service with tiered pricing:

Which approach will allow the Quote Line's List Price to reflect these tiers?

- **A. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.**
- B. Set the Product's Pricing Method = Block and Create Block Prices
- C. Create a Discount Schedule with Type = Range and Discount Unit = Price.
- D. Set the Product's Pricing Method = List and Create Block Prices.

Answer: A

NEW QUESTION # 95

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:

Which product and option configuration will attain the required pricing?

A:

B:

C:

D:

- **A. Option C**
- B. Option A
- C. Option B

- D. Option D

Answer: A

NEW QUESTION # 96

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the "Failed to Load PDF" error message appears when the output document is generated. Which steps should the Admin perform to diagnose the Error?

- A. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.
- B. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "No Errors."
- **C. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.**
- D. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.

Answer: C

NEW QUESTION # 97

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

- A. One or more Price Condition records have a lookup to a Summary Variable.
- **B. The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.**
- C. The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.
- D. One or more Price Condition records use a formula that references a non-CPQ object field.

Answer: B

NEW QUESTION # 98

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