

# Salesforce CPQ-301 Reliable Test Practice - CPQ-301 Valid Exam Tutorial



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ActualTorrent also offers the CPQ-301 web-based practice exam with the same characteristics as desktop simulation software but with minor differences. It is online CPQ-301 Certification Exam which is accessible from any location with an active internet connection. This Salesforce CPQ-301 Practice Exam not only works on Windows but also on Linux, Mac, Android, and iOS. Additionally, you can attempt the Salesforce CPQ-301 practice test through these browsers: Opera, Safari, Firefox, Chrome, MS Edge, and Internet Explorer.

The Configure and Administer a Salesforce CPQ Solution certification exam requires candidates to have a good understanding of Salesforce administration, data modeling, and data management concepts. Knowledge of Salesforce platform and cloud computing concepts is mandatory for passing CPQ-301 exam. Candidates must also have the ability to design and implement solutions that improve the effectiveness of the sales team, including setting up products, price books, and discounts. Understanding of the Salesforce order management process is a big plus.

Salesforce CPQ-301 Exam is designed for professionals who want to gain expertise in configuring and administering Salesforce CPQ solutions. CPQ-301 exam tests your skills and knowledge in various areas such as product configuration, pricing, quoting, and contracting. It is an important certification for individuals who want to work with Salesforce CPQ and enhance their career prospects.

>> **Salesforce CPQ-301 Reliable Test Practice** <<

## CPQ-301 Valid Exam Tutorial - Real CPQ-301 Question

The CPQ-301 exam dumps are designed efficiently and pointedly, so that users can check their learning effects in a timely manner after completing a section. Good practice on the success rate of CPQ-301 quiz guide is not fully indicate that you have mastered knowledge is skilled, therefore, the CPQ-301 test material let the user consolidate learning content as many times as possible, although the practice seems very boring, but it can achieve the result of good consolidate knowledge. More importantly, you can pass the CPQ-301 exam and get the dreaming CPQ-301 certification.

## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q80-Q85):

### NEW QUESTION # 80

Universal Containers Is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, It Is replaced with Premier Pro. What does the admin need to do to support this business requirement?

- A. Set the Upgrade Target field on the Premier Support Product record to Premier Pro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.

- C. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- **D. Set the Renewal Product field on the Premier Support Product record to Premier Pro.**

**Answer: D**

#### NEW QUESTION # 81

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line. What is the cause of this behavior?

- A. A Product Rule is preventing the Additional Discount from being edited.
- B. Additional Discount is a locked field on amendment Quotes.
- **C. The Non Discountable field is marked True on the Product record for the Quote Line.**
- D. The org is using legacy amendment and renewal service.

**Answer: C**

#### NEW QUESTION # 82

What is the correct order of data import to load Products and Product bundles in CPQ?

- A. Product Rules, Error Conditions, Configuration Rules, Product Action
- **B. Product Option, Product Feature, Product, Option Constraints, Configuration Attributes**
- C. Product, Product Features, Product Options, Option Constraints, Configuration Attributes
- D. Product Features, Product, Product Options, Option Constraints

**Answer: B**

#### NEW QUESTION # 83

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

□ Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- **A. \$240, 00**
- B. \$120, 00
- C. \$480, 00

**Answer: A**

#### NEW QUESTION # 84

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle.

How should the Admin meet this requirement?

- A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the System field to True.
- B. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD. Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR. On both Product Option records, set the Required field to True.
- **C. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Bundled field to True.**
- D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Selected field to True.

**Answer: C**

## NEW QUESTION # 85

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