

# Pass Guaranteed Pass-Sure Salesforce - CPQ-301 - Latest Configure and Administer a Salesforce CPQ Solution Material



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Salesforce CPQ-301 Exam consists of 60 multiple-choice questions and must be completed within 105 minutes. CPQ-301 exam covers a wide range of topics, including product configuration, pricing and discounting, quote templates, and contract management. Successful candidates must score at least 68% to pass the exam and earn the Salesforce CPQ Specialist certification.

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## Test CPQ-301 Dumps - CPQ-301 Actual Test Answers

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## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q98-Q103):

### NEW QUESTION # 98

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

Answer: A,C

### NEW QUESTION # 99

Universal Containers only sells lid Products as part of a container Product. The admin wants to hide all lid Products from Product Selection.

- A. Check the Hidden checkbox.
- B. Include lid Products in the description of container Products.
- C. Set the Product Family value to Accessory.
- **D. Check the Component checkbox.**

**Answer: D**

### NEW QUESTION # 100

Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group for each location. UC wants to split orders by delivery location automatically.

How should the consultant meet the requirement?

- **A. Ensure the Order by Quote Line Group field is set to TRUE, and then set the Ordered field to TRUE.**
- B. Ensure the Order by Quote Line Group field is set to TRUE, and then click the Create Order button.
- C. Set the Order By picklist field to the Location field on the Quote Line Group, and then set the Ordered field to TRUE.
- D. Set the Order By picklist field to the value of SBQQ\_Group\_c, and then click the Create Order button.

**Answer: A**

### NEW QUESTION # 101

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval. How can the admin meet this requirement?

- A. Using Native Approvals, build a custom button to display the approval matrix to users.
- B. Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.
- **C. Using Advanced Approvals, place the Preview Approval button on the Quote page layout.**
- D. Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.

**Answer: C**

### NEW QUESTION # 102

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

- A. The Approval Chain with the lowest Approval Step is completed first.
- **B. The Approval Chain with the lowest Final Approval Step value is completed first.**
- C. The Approval Chains are completed in the order displayed on screen.
- D. The Approval Chains start the same time and are completed independent of other chains.

**Answer: B**

### NEW QUESTION # 103

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