

CPQ-301 Actual Exam - CPQ-301 Valid Dumps Demo



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Salesforce CPQ-301 is a certification exam that tests an individual's expertise in configuring and administering Salesforce CPQ solutions. CPQ stands for Configure, Price, and Quote and it is a software that helps organizations streamline their sales process. Configure and Administer a Salesforce CPQ Solution certification exam is designed to validate the skills and knowledge of individuals who work with Salesforce CPQ solutions.

Salesforce CPQ-301 exam is a 90-minute, multiple-choice exam that consists of 60 questions. To pass the exam, candidates need to score a minimum of 65%. CPQ-301 Exam Fee is \$200, and it can be taken online or in-person at a testing center. CPQ-301 exam covers various topics such as Salesforce CPQ architecture, product and pricing management, quoting and contracting, order management, and integration with other Salesforce products such as Sales Cloud and Service Cloud. Configure and Administer a Salesforce CPQ Solution certification is valid for two years, after which candidates need to retake the exam to maintain their certification status.

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Salesforce CPQ-301 exam encompasses a wide range of topics related to configuring and administering Salesforce CPQ solutions. CPQ-301 exam tests the skills required to implement and manage products, pricing, quotes, and contracts in Salesforce CPQ. CPQ-301 exam also includes topics related to advanced configuration, including product bundling, discounting, and up-selling. CPQ-301 Exam is ideal for professionals who are looking to gain a deeper understanding of Salesforce CPQ features, functionality, and benefits.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q202-Q207):

NEW QUESTION # 202

Which of the following is not a part of a Product Bundle?

- A. Features
- B. Options
- C. Products
- **D. Feature Constraints**

Answer: D

NEW QUESTION # 203

What is the calculated List Unit Price the user should see for Cloud Storage Support?

- A. \$50
- B. \$273
- **C. \$225**
- D. \$23

Answer: C

NEW QUESTION # 204

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

- **A. There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.**
- B. The Quote Line's Product has Pricing Method set to Block.
- C. The Quote Line's Product has Asset Conversion set to One Per Unit.
- **D. The Quote Line is on an amendment Quote and has a different Quantity from its original Quote Line.**

Answer: A,D

NEW QUESTION # 205

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- **A. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.**
- B. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level
- **C. Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.**
- D. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.

Answer: A,C

NEW QUESTION # 206

"Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature. Which configuration is valid for displaying the attributes?

- A. Above or below the feature in the bundle.
- B. Above or below all features in the bundle.
- C. Above all product options in the feature."
- **D. Above or below all product options in the feature.**

Answer: D

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