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Salesforce CPQ-301

Configure and Administer a Salesforce CPQ Solution

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Salesforce CPQ-301 certification exam is designed for professionals who want to configure and administer Salesforce CPQ (Configure, Price, Quote) solutions. CPQ-301 exam tests the candidate's skills and knowledge in areas such as product configuration, pricing, quoting, and order management. Configure and Administer a Salesforce CPQ Solution certification is ideal for sales operations professionals, sales managers, product managers, and consultants who work with Salesforce CPQ.

The Salesforce CPQ-301 Exam covers various topics such as product rules, pricing methods, discount schedules, quote templates, and contract management. You will learn how to configure and customize Salesforce CPQ solutions to meet the specific needs of your organization. Additionally, you will gain an understanding of the best practices and techniques for administering Salesforce CPQ solutions.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q23-Q28):

NEW QUESTION # 23

An admin wants to set up a bundle product so a user can view all available options and selected options by scrolling in a single page. Which updates should the admin make to meet this requirement?

- A. Create Features related to the parent Product and assign each Feature the Option Selection Method of Dynamic.
- B. Create Features related to the parent Product and assign all Options to one of the created Features.
- C. Update Option Layout on the parent Product record to Wizard.
- D. Update Option Layout on the parent Product record to Sections.

Answer: D

NEW QUESTION # 24

Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

- A. Create a new Template Section for each PDF document.
- B. Select the correct Documents Folder from the Documents field on the Quote Template.
- C. Reference each PDF Document in Custom Template Content records.
- D. Create a new Additional Document on the Quote Template for each PDF document.

Answer: D

NEW QUESTION # 25

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions. Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A. Use Product rules to hide Products from some sales reps.
- B. Create a single Price Book with all Products. Share the Price Book with all users.
- C. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- D. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

Answer: A,C

NEW QUESTION # 26

The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B it is automatically selected when the User selects Product A.

The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?

- A. Set Apply Immediately to True on Product record for Product A.
- B. Set Apply Immediately to True on Product Option record for Product A.
- C. Set Apply Immediately to True on Product Option record for Product B.
- D. Set Apply Immediately to True on Product record for Product B.

Answer: A

NEW QUESTION # 27

Universal Containers has a custom Quote Line picklist, "Process." The User will need to set this field for all non-subscription products added to the Quote Line Editor. How should the Admin customize the layout of the Quote Line Editor, so that the Process picklist appears?

- A. Edit the "Quote Line Layout" page and drag the Process field into the "Line Editor" section.
- B. Edit the "Line Editor" field set on the Quote Line object and drag in the "Process" field.
- C. Update the EditLinesFieldSetName formula to return "Process" in the returned comma-separated stream.
- D. Add the "Process" field to the "Line Columns" multi-select picklist on the Salesforce CPQ Installed Package settings.

Answer: B

NEW QUESTION # 28

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