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The certification is necessary to get a job in your desired Salesforce company. Success in the test gives you an edge over the others because you will have certified skills that will make a good impression on the interviewer. Most people preparing for the CPQ-301 Exam are confused about preparation. How will they get real and updated Configure and Administer a Salesforce CPQ Solution (CPQ-301) exam questions?

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q77-Q82):

NEW QUESTION # 77
Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.
Which two actions should the admin take to set this product up so it can be renewed or last perpetually? Choose 2 answers

- A. Set the product up to use the Renewable value in the Subscription Type field.
- B. Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- C. Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.
- D. Create a workflow rule to check the Evergreen checkbox on the generated contract.

Answer: B,C

NEW QUESTION # 78

An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer's product catalog.
Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

- A. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- B. On the Configuration Attribute, "Hidden" is selected.
- C. The user chose a configuration attribute value that cannot be mapped.
- D. A selection rule is being used to hide a configuration attribute value.
- E. On the Configuration Attribute, "Apply to Product Options" is not selected.

Answer: E

NEW QUESTION # 79

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.
How should the Admin set up this data flow?

- A. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.
- B. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- C. Renewal Quote Line values are automatically mapped from original Quote Lines.
- D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Answer: D

NEW QUESTION # 80

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote. The Subscription Term is 24 months. The Product's Default Subscription Term is 12 months. The Quantity Is 10. The List Unit Price is $120.
If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step in the standard price waterfall7

- A. * Regular Unit Price: $216.00
  * Customer Unit Price: $172.80
  * Net Unit Price: $164.16
- B. * Regular Unit Price: $108.00
  * Customer Unit Price: S86.40
  * Net Unit Price: $82.08
- C. * Regular Unit Price: S108.00
  * Customer Unit Price: S168.00
  * Net Unit Price: $156.00
- D. Regular Unit Price: $216.00
  * Customer Unit Price: S168.00
  * Net Unit Price: $156.00

Answer: A

NEW QUESTION # 81

The admin at Universal Containers has a group of Price Rules with Lookup Queries that references a new Rental Rates object. After testing to confirm the Price Rules produce the expected behavior, the Price Rules are ready to be deployed to Production.
In which order should the admin deploy Price Rules with Lookup Queries to align with best practices'?

- A. Price Rules, Price Conditions, Rental Rates. Lookup Queries, Price Actions
- B. Rental Rates. Lookup Queries. Price Rules. Price Conditions, Price Actions
- C. Price Rules, Rental Rates, Lookup Queries, Price Actions, Price Conditions

- **D. Rental Rates, Price Rules, Price Conditions, Lookup Queries, Price Actions**

Answer: D

NEW QUESTION # 82

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