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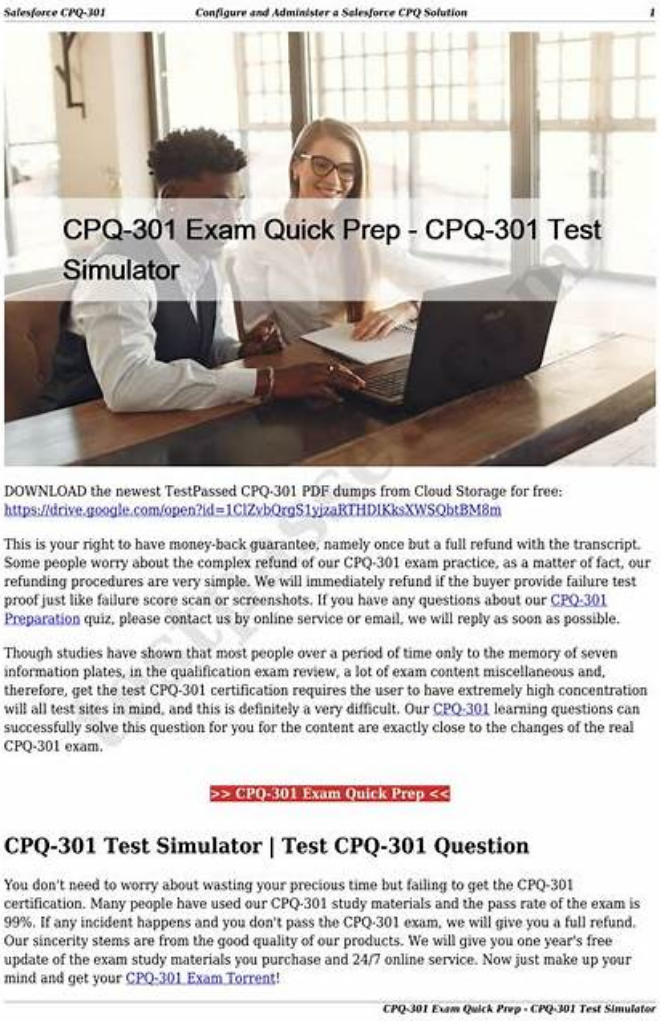

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If you are looking to enhance your skills in Salesforce CPQ and demonstrate your expertise in configuring and administering Salesforce CPQ solutions, then the Salesforce CPQ-301 exam is the perfect certification for you. With the knowledge and skills you acquire from CPQ-301 exam, you will be well-equipped to meet the demands of the fast-paced and ever-evolving technological landscape.

Salesforce CPQ-301 is a certification exam that focuses on the configuration and administration of a Salesforce CPQ solution. Salesforce CPQ is a cloud-based tool that provides a streamlined process for creating quotes, managing orders, and configuring pricing for customers. CPQ-301 exam is designed for professionals who are involved in the sales, marketing, and customer service departments of an organization.

Salesforce CPQ-301 Exam is a challenging exam that requires a strong understanding of Salesforce CPQ. CPQ-301 exam consists of 60 multiple-choice questions and has a time limit of 105 minutes. Candidates must score at least 65% to pass the exam. CPQ-301 exam covers a variety of topics, including product configuration, pricing and quoting, contract management, and integration with other Salesforce solutions. Individuals who pass the exam will receive the Salesforce Certified CPQ Specialist certification, which is recognized globally and is highly valued by employers. The CPQ-301 certification is a great way to showcase your skills and

expertise in Salesforce CPQ and open up new career opportunities in the field.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q88-Q93):

NEW QUESTION # 88
Which two objects could a discount schedule be applied and take precedence over discount schedule identified in a product feature?

- A. Product
- B. Product Option
- C. Contracted Price
- D. Segmented Product

Answer: B,C

NEW QUESTION # 89
Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

- A. Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.
- B. Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.
- C. Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.
- D. Create a Discount Schedule for each currency in the related list on the Product.

Answer: B

NEW QUESTION # 90
The products sold by Universal Containers (UC) have a Product Family of Hardware or Software. Each Quote should only contain one of the Product Families. At the time of Quote creation, the sale rep is required to
populate a custom picklist with the API name Family__c with values of Hardware and Software.
If the sales rep selects Hardware for the Family__c field, the rep should only be able to add Products with the Product Family of Hardware to the Quote. The same premise applies for the value Software for the Family__c field.
How should the Admin meet this requirement?

- A. Create a Search Filter related to the Add Products Custom Action Where:
  Target Object is Quote
  Target Field is Family__c
  Operator is Equals
  Filter Source Object is Product
  Filter Source Field is Product Family
  Hidden is True
- B. Create a Custom Action Condition related to the Add Products Custom Action where:
  Target object is Product
  Field is Product Family
  Filter Value is Family__c

- C. Create a Custom Action Condition related to the Add Products Custom Action where:
  Target Object is Quote
  Field is Family__c
  Filter value is Product Family
- D. Create a Search Filter related to the Add Products Custom Action Where:
  Target Family is Product
  Target Field is Product Family
  Operator is Equals
  Filter Source Object is Quote
  Filter Source Field is Family__c
  Hidden is True.

Answer: C

NEW QUESTION # 91
In order to assign a fixed price to a Product based on a range of quantities (which would override the automatic calculation of quantity x unit price) you would use?

- A. Block Pricing
- B. Contracted Pricing
- C. Cost & Markup Pricing
- D. List Pricing

Answer: A

NEW QUESTION # 92
"UC sells a monthly subscription service with tiered pricing:
Total Price
$1,000 for the first 100 units
$1,000 plus $9 per unit above 100
$4,600 plus $8 per unit above 500
$8,600 plus $7 per unit above 1,000

- A. Tiered
- B. Block
- C. List
- D. Segmented

Answer: B

NEW QUESTION # 93
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