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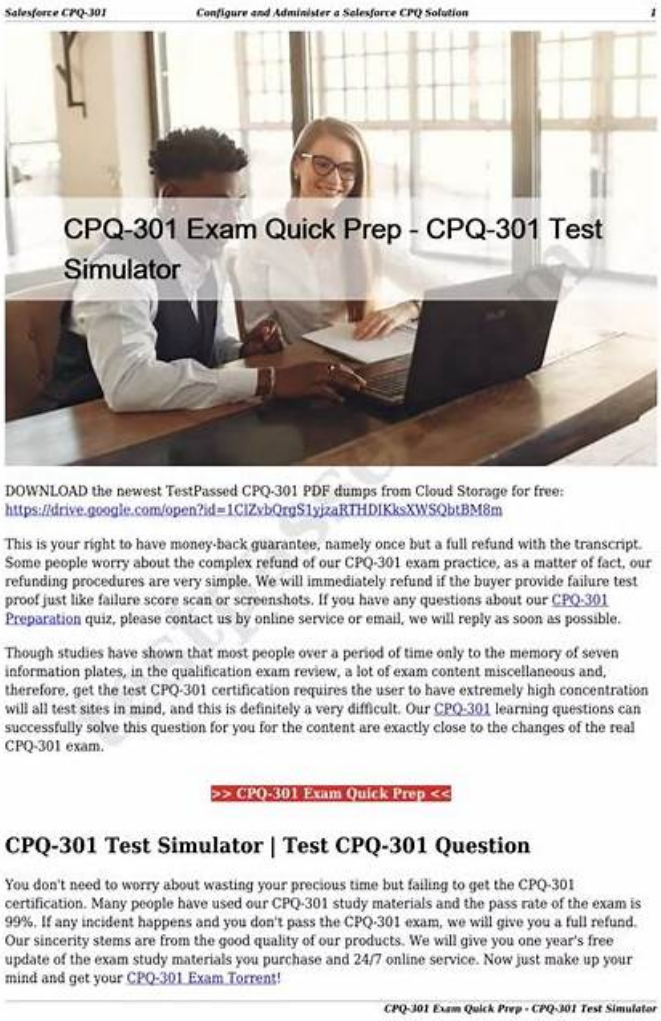

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The Configure and Administer a Salesforce CPQ Solution (CPQ-301) practice test questions are customizable which means that the customers can customize the time and CPQ-301 exam questions types according to their needs. These Salesforce CPQ-301 Practice Tests are based on real based examination scenarios which help the students practice under real CPQ-301 exam questions

pressure and learn to control it.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q37-Q42):

NEW QUESTION # 37
If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.
- B. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- C. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- D. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.

Answer: B

NEW QUESTION # 38
Formula fields may be used as a Conditional Print Field to control whether a section appears or not.

- A. True
- B. False

Answer: A

NEW QUESTION # 39
If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.
- B. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- C. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- D. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.

Answer: C

NEW QUESTION # 40
Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.
Which Subscription field values should the admin set to meet this requirement?

- A. * Subscription Term: 12* Subscription Type: One-Time* Subscription Pricing: Fixed Price
- B. * Subscription Term: 12* Subscription Type: Evergreen* Subscription Pricing: Fixed Price
- C. * Subscription Term: 1* Subscription Type: Evergreen* Subscription Pricing: Percent of Total
- D. * Subscription Term: 1* Subscription Type: One-Time* Subscription Pricing: Percent of Total

Answer: A

NEW QUESTION # 41
Universal Containers has these conditions, that when met, an additional discount of 15% will be automatically added to the overall quote.
1. Revenue Account on the quote object is set as "Interest Revenue".
2. Product A has been added to the quote line.
3. User Count on the account is greater than 25.
According to the business requirements, either the Revenue Account is set to "Interest Revenue" or both Product A needs to exist on the quote line and the User Count needs to be greater than 25 in order for the additional discount to be applied. How can the CPQ Admin set this up in advanced conditions on a price rule to reflect this requirement?

- A. (1 AND 3) OR 2
- B. (1 AND 2) OR 3
- C. 1 AND 2 OR 3
- D. 1 OR (2 AND 3)

Answer: D

NEW QUESTION # 42
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