


# CPQ-301 Valid Test Questions, CPQ-301 Exam Format

Salesforce CPQ-301

Configure and Administer a Salesforce CPQ Solution

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Salesforce CPQ-301 exam is intended for professionals who have experience in Salesforce CPQ and want to further develop their skills in this area. CPQ-301 exam requires candidates to have a deep understanding of Salesforce CPQ concepts, including pricing and quoting, product configuration, and Salesforce CPQ administration. Candidates who pass the exam will be able to demonstrate their expertise in Salesforce CPQ and their ability to configure and administer Salesforce CPQ solutions.

Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is designed for professionals who are responsible for managing and maintaining Salesforce CPQ solutions. It is a challenging exam that requires a deep understanding of the Salesforce CPQ platform and its features. CPQ-301 exam assesses the knowledge and skills required to configure, administer, and manage various aspects of a Salesforce CPQ solution.

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Many candidates find the Salesforce CPQ-301 exam preparation difficult. They often buy expensive study courses to start their Configure and Administer a Salesforce CPQ Solution CPQ-301 certification exam preparation. However, spending a huge amount on such resources is difficult for many Configure and Administer a Salesforce CPQ Solution CPQ-301 Exam applicants.

To prepare for the Salesforce CPQ-301 Exam, candidates should have a solid understanding of Salesforce CPQ and its various components. They should also have experience in configuring and managing Salesforce CPQ solutions. There are several resources available to help candidates prepare for the exam, including study guides, practice exams, and online courses. Once certified, professionals can demonstrate their expertise in Salesforce CPQ and differentiate themselves in the job market.

## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q89-Q94):

### NEW QUESTION # 89

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. The Conditional Print Field of a Template Section for only price Line Columns
- B. The Hide Group Subtotals Field on the Quote Template
- C. The Hide Totals Field on the Quote Template
- **D. The Conditional Print Field for each price Line Column**

**Answer: D**

### NEW QUESTION # 90

Universal Containers (UC) has asked their admin to add a new product selection rule to their flagship bundle. In their flagship bundle, there is a nested bundle "Warranty" that contains three warranty options: Gold, Platinum, and Diamond. By default, there is no warranty option selected. If a user has not set a warranty option and selects the product option "Premium Container" in the flagship bundle, the Diamond warranty option should automatically be selected in the child bundle.

How should the UC admin set the configuration rule?

- A. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to None.
- B. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to 1.
- **C. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to None.**
- D. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to 2,

**Answer: C**

### NEW QUESTION # 91

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

	Product A	Product B
Subscription Pricing	Fixed Price	Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. \$120, 00
- **B. \$24, 00**
- C. \$480, 00

**Answer: B**

#### NEW QUESTION # 92

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- **A. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.**
- **B. Set Pricing Method to Block on the Product record.**
- **C. Set Non-Discountable to True on the Product record.**
- D. Set Pricing Method to Fixed Price on the Product record.
- E. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.

**Answer: A,B,C**

#### NEW QUESTION # 93

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- A. Set a lower value in the Display Order field in the Custom Action record.
- B. Change the Actions Column Placement in package settings to Left.
- **C. Update the Custom Action Location to eff.**
- D. Move the Clone and Delete actions into the Quote Line Editor drawers.

**Answer: C**

#### NEW QUESTION # 94

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