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Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is one of the most sought-after certifications in the Salesforce domain. Configure and Administer a Salesforce CPQ Solution certification exam is designed to test the candidate's knowledge and skills in configuring and administering Salesforce CPQ solutions. CPQ-301 Exam covers various topics such as product configuration, pricing and quoting, and integration with other Salesforce products.

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## CPQ-301 Latest Exam Papers - CPQ-301 Well Prep

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Salesforce CPQ-301 exam covers a wide range of topics, including the fundamentals of Salesforce CPQ, product and pricing strategies, quote generation, contract management, and order fulfillment. CPQ-301 exam is comprised of 60 multiple-choice questions that need to be completed in 105 minutes. To pass the exam, candidates need to obtain a minimum score of 65%.

Salesforce CPQ-301 exam is an essential step for individuals who want to become certified Salesforce CPQ specialists. CPQ-301 exam covers a range of topics, including Salesforce CPQ product and pricing configuration, managing Salesforce CPQ, and Salesforce CPQ integration. To prepare for the exam, individuals can take advantage of various resources, including study guides, online courses, and practice exams. Finally, passing the Salesforce CPQ-301 Exam and obtaining the Salesforce Certified CPQ Specialist certification demonstrates an individual's knowledge and skills in configuring and administering a Salesforce CPQ solution.

## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q149-Q154):

### NEW QUESTION # 149

"UC Admin wants to prevent a Quote Term from being edited by non-admin users. What should the Admin do to meet this requirement?

- A. On the Quote Term object, make the Object Read-Only
- B. On the User Profile, make the object Read-Only."
- C. **On the Quote Term record, check the Locked checkbox.**
- D. On the Quote Term record, check the Read-Only checkbox.

**Answer: C**

#### NEW QUESTION # 150

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

- A. The Approval Chain with the lowest Approval Step is completed first.
- B. **The Approval Chain with the lowest Final Approval Step value is completed first.**
- C. The Approval Chains start at the same time and are completed independent of other chains.
- D. The Approval Chains are completed in the order displayed on screen.

**Answer: B**

#### NEW QUESTION # 151

Universal Containers conducts business via channel sales and offers a Partner program, in which Partners receive a different level of discount based on their partnership level and the product family. The CPQ Architect has determined that the Partner discount will be automatically assigned with price rules, based on a lookup table. The CPQ Architect has created the following lookup table with an object named "Partner Program". How many price rules should the Admin create in order to process the four different discounts offered to Partners?

- A. Three
- B. Two
- C. **One**
- D. Four

**Answer: C**

#### NEW QUESTION # 152

Universal Containers would like a specific background color for the column heading of the line item table in the output document. Where should the Admin input the correct hex code to meet this display requirement?

- A. **In the Shading Color field on the Quote Template record.**
- B. In the Template Content source editor in place of the previous hex color code.
- C. In the Summary Shading Color field on the Line Column records.
- D. In the Group Shading Color field on the Quote Template record.

**Answer: A**

#### NEW QUESTION # 153

The Admin wants to ensure that within one bundle. Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B. Which setup should the Admin use to meet these requirements?

- A. **A Product Selection Rule where two Error conditions with Summary Variables test of Product A and B have both been selected. If so, a Product Action will remove Product B.**
- B. A Product Alert Rule where two Error Conditions with Summary Variable test of Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.
- C. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- D. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If

so, a message will display, instructing the user to remove Product B.

**Answer: A**

## NEW QUESTION # 154

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