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Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is a professional-level certification program designed for individuals who wish to demonstrate their expertise in configuring and administering Salesforce CPQ solutions. Salesforce CPQ is a powerful tool that enables businesses to streamline their sales processes, increase productivity, and improve customer experience. Configure and Administer a Salesforce CPQ Solution certification exam verifies the candidate's knowledge and skills in configuring, administering, and troubleshooting Salesforce CPQ solutions.

>> Associate CPQ-301 Level Exam <<

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Salesforce CPQ-301 is a certification exam designed for professionals who want to validate their skills and knowledge in configuring and administering a Salesforce CPQ solution. CPQ-301 exam is intended for candidates who have experience working with Salesforce CPQ and are familiar with its features and functionalities. CPQ-301 Exam is designed to assess an individual's ability to configure and manage Salesforce CPQ solutions effectively.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q98-Q103):

NEW QUESTION # 98
What is the correct order of data import to load Quote Template in CPQ?

- A. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

- B. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- C. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions
- D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Answer: C

NEW QUESTION # 99

Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.
How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.
- B. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.
- C. Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- D. Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFietdSetName on the Quote object that returns the appropriate field set the user's profile.

Answer: A

NEW QUESTION # 100

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.
How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- B. Create a custom Page Layout and add the custom Contract Name field to the layout.
- C. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- D. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.

Answer: A

NEW QUESTION # 101

"An Admin has created a bundle with four Product Options for Products A, B, C, and D.
When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two - but never both.
How should the Admin set up Bundle A to accomplish this?

- A. Create a Product Feature and set both Min Options and Max Options to 4.
- B. Create a Product Feature and set both Min Options and Max Options to 1.
- C. Create an Option Constraint and set Type = Exclusion"
- D. Create an Option Constraint and set Type = Dependency

Answer: C

NEW QUESTION # 102

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.
Which behavior can the admin expect in this scenario?

- A. The value from the record that was created most recently is applied to the Target Field.
- B. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- C. The value from the first record sorted alphabetically by Name is applied to the Target Field.
- D. The Target Field maintains its original value and an error message appears in the Quote Line Editor.

Answer: A

NEW QUESTION # 103

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