

Free PDF Quiz 2026 Salesforce CPQ-301: Configure and Administer a Salesforce CPQ Solution Accurate PDF Cram Exam

The Salesforce CPQ-301 exam covers a wide range of topics, including pricing and product configuration, product bundles, quote templates, and order management. Candidates must have a strong understanding of the Salesforce platform, including its core functionalities and CRM capabilities. The exam requires a deep understanding of Salesforce CPQ and its integration with other Salesforce products, such as Sales Cloud and Service Cloud.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q144-Q149):

NEW QUESTION # 144

Universal Containers has a custom picklist field with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configurations Attribute. How should the Admin create Filter Product Rules to meet the business requirement?

- A. Create three rules, each with one condition that compares the product field with the Configuration attribute field.
- B. Create one rule with one condition that compares the product field with the configuration attribute field.
- C. Create one rule with three conditions, each that compares the configuration attribute field with a static value.
- D. Create three rules, each with two conditions that compare the configuration attribute with a static value and the product field.

Answer: C

NEW QUESTION # 145

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in? Choose 2 answers

- A. The user must have access to the CPQ quote and all related objects.
- B. The user that authorizes the calculation service is a non-human admin user.
- C. The user's role should be placed at the top of the Role Hierarchy.
- D. The user that authorizes the calculation service has API Only enabled.

Answer: B,C

NEW QUESTION # 146

Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line. Which property must be present on the additional Quote line to create a Subscribed Asset at the time of Contract generation?

- A. Package equals True.
- B. Subscription Pricing equals Percent of Total.
- C. Bundled equals True.
- D. Pricing Method equals Percent of Total.

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Salesforce CPQ-301 Exam is intended for individuals who have experience with Salesforce and are familiar with its basic functionality. CPQ-301 exam covers a range of topics, including product configuration, pricing and discounting rules, quoting, and contract management. CPQ-301 exam also covers topics such as product catalog management, approval processes, and reporting.

Salesforce CPQ-301 Certification Exam is ideal for individuals who want to demonstrate their proficiency in Salesforce CPQ and enhance their career prospects. Configure and Administer a Salesforce CPQ Solution certification is recognized globally and is highly valued by employers. It serves as a benchmark for employers to identify and hire skilled Salesforce CPQ professionals who can help them streamline their sales processes and increase their revenue.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q135-Q140):

NEW QUESTION # 135

When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135.

If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

- A. Set the Discount % field on the processor Product Option to 10%.
- B. Set the Unit Price field on the processor Product Option to a value of 180.
- **C. Set the Bundled checkbox to True.**
- D. Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.

Answer: C

NEW QUESTION # 136

Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for this one specific Product.

What should the Admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

- A. Fill in the Product field on the Price Rule with the Product.
- **B. Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.**
- C. Fill in the Lookup Object field on the Price Rule with the Product.
- D. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.

Answer: B

NEW QUESTION # 137

A user renewing a Contract that was uploadad during a data migration. There is no Opportunity or Quote associated to the Contract. Afar renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect. What should the admin do to resolve this issua?

- A. Build Automation to automatically populate the correct Price Book on tha Renewal Quote.
- B. Populate the Opportunity or Quota Price Book Id field on tha Contract.
- C. Popuiata the Ranewal Pricebook ID field on the Contract.
- **D. Associate an Order with the correct Price Book to the Contract before ranewing.**

Answer: D

NEW QUESTION # 138

Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Option's quantity

must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

- A. Select the Bundled checkbox on the Product Option.
- B. Select the Quantity Editable checkbox on the Product Option.
- C. Select the Multiplier checkbox on the Bundle.
- **D. Select Component as the Type field on the Product Option.**

Answer: D

NEW QUESTION # 139

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

*The original Subscription

*The first amended Subscription

*The second amended Subscription

- A. 80, 0, 40
- B. 100, -20, 40
- C. 120, -20, 40
- **D. 100, 80, 120**

Answer: D

NEW QUESTION # 140

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Questions

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