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Salesforce CPQ-301 exam is an important certification for professionals who work with Salesforce CPQ solutions. CPQ-301 exam validates the knowledge and skills of individuals who are responsible for the implementation and management of Salesforce CPQ solutions, and provides them with a recognized certification that can help them advance their careers.

Salesforce CPQ-301 is an advanced certification exam that focuses on configuring and administering a Salesforce CPQ solution. CPQ stands for Configure, Price, and Quote, which is a software solution that helps businesses streamline their sales process by automating the quoting and pricing process. The CPQ-301 Exam is designed for professionals who have experience with Salesforce and want to specialize in CPQ solutions.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q14-Q19):

NEW QUESTION # 14

Summary Variables can be used in Rule Conditions.

- A. True
- B. False

Answer: A

NEW QUESTION # 15

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A. Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = Calculator
Calculator Evaluation Event = Save
- B. Evaluation Scope = Configurator
Configurator Evaluation Event = Save
- C. Evaluation Scope = Configurator
Configurator Evaluation Event = Edit
- **D. Evaluation Scope = Calculator
Calculator Evaluation Event = Edit**

Answer: D

NEW QUESTION # 16

A Configuration Attribute displays a Product Option picklist field named Custom_Picklist__c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist contains fewer values than the field from the Product Option.

Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

- **A. An error message appears that prevents saving the configuration.**
- B. The Save button is gray and unavailable in the configurator.
- C. The selected value is saved to the quote line field.
- D. A null value is saved to the quote line field.

Answer: A

NEW QUESTION # 17

The admin at Universal Containers has a group of Price Rules with Lookup Queries that references a new Rental Rates object. After testing to confirm the Price Rules produce the expected behavior, the Price Rules are ready to be deployed to Production. In which order should the admin deploy Price Rules with Lookup Queries to align with best practices?

- **A. Rental Rates, Price Rules, Price Conditions, Lookup Queries, Price Actions**
- B. Price Rules, Price Conditions, Rental Rates, Lookup Queries, Price Actions
- C. Rental Rates, Lookup Queries, Price Rules, Price Conditions, Price Actions
- D. Price Rules, Rental Rates, Lookup Queries, Price Actions, Price Conditions

Answer: A

NEW QUESTION # 18

The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- **A. Change the value of a field in the Calculating Fields Field Set.**
- B. Create a new Lightning button to trigger recalculation.
- C. Create a Flow to trigger recalculation upon record save.
- **D. Add the Calculate button to the quote layout.**

Answer: A,D

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