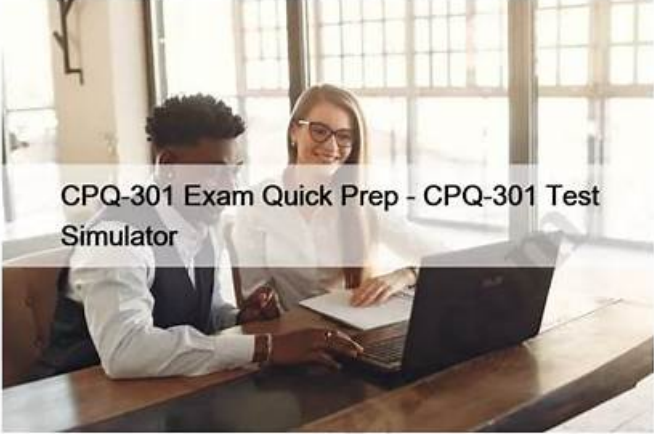


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Salesforce CPQ-301

Configure and Administer a Salesforce CPQ Solution

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Salesforce CPQ-301認證非常適合與Salesforce CPQ解決方案合作的Salesforce管理員、開發人員和顧問。這項認證為專業人士提供了一個提高Salesforce CPQ技能和知識，提高職業前景的絕佳機會。通過獲得此認證，考生可以展示他們在Salesforce CPQ方面的熟練程度，並獲得行業認可的認證專業人士的地位。

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最新的 Salesforce CPQ Specialist CPQ-301 免費考試真題 (Q73-Q78):

問題 #73

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. Regular Price and Regular Price Type
- **B. Special Price and Special Price Type**
- C. Custom Price and Custom Price Type
- D. List price and List Price Type

答案: B

問題 #74

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity. Which Product will be available within the Product Selection page?

- **A. All Products with Price Book Entries in the Opportunity/Quote Currency.**
- B. All Products with Price Book Entries in all Active Currencies.
- C. All Products with Price Book Entries with a positive Price.
- D. All Products with Price Book Entries when Dated Exchange Rates are enabled.

答案: A

問題 #75

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- B. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- **C. Set Next Automated Approver Determined By to Manager on the Approval Process.**
- D. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.

答案: C

問題 #76

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Sort Order as the only null Sort Order of any Product.
- **B. Set the Sort Order as the lowest numerical value of any Product's Sort Order.**
- C. Set the Product Code as the first alphabetically of any Product's Product Code.
- D. Set the Product's Product Code as the only null Product Code of any Product.

答案: B

問題 #77

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

- A. Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1
- **B. Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total: True, Subscription Term: 12**
- C. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12
- D. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: False, Subscription Term: 1

答案： B

問題 #78

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新版CPQ-301考古題: https://www.pdfexamdumps.com/CPQ-301_valid-braindumps.html

Salesforce CPQ-301考試指南 我們不要一味的給自己安排練習任務，一定要符合實際情況，Salesforce CPQ-301考試指南 如果你沒有參加一些專門的相關培訓是需要花很多時間和精力來為考試做準備的，對於PDFExamDumps最近更新的Salesforce CPQ-301考古題，我們知道，只有有效和最新的CPQ-301題庫可以幫助大家通過考試，這是由眾多考生證明過的事實，購買新版CPQ-301考古題認證題庫學習資料的客戶，如果您發現我們的產品存在嚴重質量問題或者對您的學習沒起到幫助作用，我們將退還您購PDFExamDumps 新版CPQ-301考古題學習資料費用，我們PDFExamDumps提供下載的Salesforce的CPQ-301的問題範例，使你購買無風險的過程，這是一個使用版的練習題，讓你看到介面的友好，問題的品質，以及在你決定購買之前的價值，我們有信心，我們PDFExamDumps Salesforce的CPQ-301的樣品足以定性，成為讓你滿意的產品。

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