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In order to take the CPQ-301 Exam, candidates must have a strong understanding of Salesforce and its various modules, including Sales Cloud, Service Cloud, and Community Cloud. They should also have experience with configuring and customizing Salesforce CPQ solutions, including creating pricing rules, configuring product bundles, and managing discount schedules. Additionally, candidates should be familiar with the Salesforce CPQ API and how to integrate it with other systems.

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Salesforce CPQ-301 certification exam is an excellent opportunity for administrators, consultants, and developers to enhance their skills and knowledge in Salesforce CPQ solutions. CPQ-301 exam covers a wide range of topics and tests the candidate's ability to configure and administer Salesforce CPQ solutions using best practices and industry standards. Earning this certification is highly valued by employers and can lead to career advancement opportunities.

Individuals who pass the Salesforce CPQ-301 Exam will be certified as Salesforce Certified CPQ Specialists. Configure and Administer a Salesforce CPQ Solution certification is recognized by employers worldwide and demonstrates that an individual has the knowledge and skills to configure and administer a Salesforce CPQ solution.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q57-Q62):

NEW QUESTION # 57
Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates.
How can a CPQ Specialist meet this business requirement?

- A. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.
- B. Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- C. Separate Quotes must be created for each unique Start Date.
- D. Set both the Order by Quote Line Group and Ordered checkboxes to True.

Answer: A

NEW QUESTION # 58

Universal Containers has set up a lookup field, Distributor_c, on the Quote Line Group to identify different distributors fulfilling specific groups of products on a quote. Distributor accounts have a Discount_Level_c field on them populated with the base discount that products quoted through that distributor should receive. Which set of actions should the Admin take to ensure that the distributor receives the appropriate base discount?

- A. Create a Price Rule that has a Price Condition where. Object equals Quote Line Group. Tested Field equals Distributor_c. Add a Price Action to the Price Rule where. Source Field equals Discount_Level_c.
- B. Create a Price Rule that has a Price Condition where. Object equals Quote Line. Tested Field equals Distributor_c. Add a Price Action to the Price Rule where. Formula equals SBQQ_Group_r.Distributor_r.Discount_Level_c.
- C. Create a formula field on quote Line, SBQQ_Group_r. Distributor_r.Discount_Level_c. Create a Price Rule that has a Price Condition where. Object equals Quote Line. Tested Field equals the newly created formula field. Add a Price Action to the price Rule Where. Source Field equals the newly created formula field.
- D. Create a Price Rule that has a Price Condition where. Object equals Quote Line Group. Tested Field equals Distributor_c. Add a Price Action to the Price Rule Where. Formula equals SBQQ_Group_r.Distributor_r.Discount_Level_c.

Answer: C

NEW QUESTION # 59

The admin has created a bundle with several options. The option's prices contribute to the Package Total, and must be discountable by the sales rep. However, these options must be hidden on the generated proposal document.
How should the admin change the options to meet this requirement?

- A. Set number to a value greater than 1,000.
- B. Set Bundle to True.
- C. Set Quote Line Visibility to Quote Line Editor.
- D. Set Type to Related Product.

Answer: D

NEW QUESTION # 60

A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.
How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- B. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- C. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.
- D. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.

Answer: A

NEW QUESTION # 61

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

- A. The Quote Line's Product has Asset Conversion set to One Per Unit.
- B. There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.
- C. The Quote Line's Product has Pricing Method set to Block.
- D. The Quote Line is on an amendment Quote and has a different Quantity form its original Quote Line.

Answer: B,D

NEW QUESTION # 62

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