Valid Salesforce CPQ-301 Exam Tutorial, Exam CPQ-301 Pass Guide

We provide the Salesforce CPQ-301 exam questions in a variety of formats, including a web-based practice test, desktop practice exam software, and downloadable PDF files. Prep4SureReview provides proprietary preparation guides for the certification exam offered by the Configure and Administer a Salesforce CPQ Solution (CPQ-301) exam dumps. In addition to containing numerous questions similar to the Configure and Administer a Salesforce CPQ Solution (CPQ-301) exam, the Configure and Administer a Salesforce CPQ Solution (CPQ-301) exam questions are a great way to prepare for the Salesforce CPQ-301 exam dumps.

Salesforce CPQ-301 Exam is designed to test the knowledge and skills of professionals who are interested in configuring and administering Salesforce CPQ solutions. CPQ stands for Configure, Price, and Quote, which refers to the software that enables companies to accurately and efficiently generate quotes for their products and services. CPQ-301 exam is intended for individuals who have experience working with Salesforce and are familiar with its features and functionality.

Salesforce CPQ-301 certification is particularly important for professionals who work in sales operations, sales management, and sales administration. Configure and Administer a Salesforce CPQ Solution certification not only validates their understanding of CPQ but also demonstrates their ability to manage and configure CPQ solutions effectively. Configure and Administer a Salesforce CPQ Solution certification can also help professionals stand out in a crowded job market, as it is a recognized industry standard for CPQ expertise.

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We believe that every customer pays most attention to quality when he is shopping. Only high-quality goods can meet the needs of every customer better. And our CPQ-301 training quiz has such high quality, because its hit rate of test questions is extremely high. Perhaps you will find in the examination that a lot of questions you have seen many times in our CPQ-301 Real Exam. And you will find our CPQ-301 practice questions are so popular that a lot of our candidates have bought them.

Salesforce CPQ-301 Certification Exam covers a wide range of topics, including configuring products and pricing, creating proposals and quotes, managing orders and contracts, and administering Salesforce CPQ. Configure and Administer a Salesforce CPQ Solution certification exam is designed to test a professional's ability to configure and customize Salesforce CPQ solutions to meet specific business needs. Candidates are required to have a deep understanding of Salesforce CPQ and its various features and functionalities.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q180-Q185):

NEW QUESTION # 180
Given a customer's tiered pricing model, an Admin wants to allow users to define Discount Tiers and use those values as the Regular

Price instead of an Amount deducted from the List Price.
How should the Admin configure the Discount Schedule to meet this requirement?

- A. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B. Set the Discount Unit to Amount, create a custom Override_Amount_c field on the Edit Tiers page, select the Users Defined checkbox, and then choose All from the Override Behavior picklist.
- C. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.
- D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

Answer: B

NEW QUESTION # 181
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: Fixed, Percent of Total (%): 15%, Include in Percent of Total: False, Subscription Term: 1
- B. Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1
- C. Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total: True, Subscription Term: 12
- D. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12

Answer: C

NEW QUESTION # 182
Universal Containers sells Tiny Boxes for $0,005 each. Tiny Boxes are Non Discountable.
How should the admin set the decimal precision for the unit price7

- A. Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.
- B. Use a Price Rule that sets the Net Unit Price to $0,005 when the product is added to a Quote.
- C. Edit the Unit Price field on the Quote Line object and set the precision to 3.
- D. Set the Unit Price Scale field to 3 on the tiny boxes Product record.

Answer: A

NEW QUESTION # 183
Fore a quote with a Subscription Term of 18 months, what is the calculated price for the standard pricing fields?
A)
B)
C)
D)

- A. Option D
- B. Option C
- C. Option B
- D. Option A

Answer: D

NEW QUESTION # 184
Universal containers has a fixed bundle with selected Product Options, After selecting the bundle, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

- A. Set the bundle product record filed Configuration Type to Required and Configuration Event to Always.
- B. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.
- C. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add
- D. Set the bundle product record filed Configuration type to Allowed and Configuration Event to Always.

Answer: D

NEW QUESTION # 185

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