

# Get Success in Salesforce CPQ-301 Exam with Flying Colors



What's more, part of that Dumpexams CPQ-301 dumps now are free: [https://drive.google.com/open?id=14SLM7UW\\_GK4RZTy6N\\_eFtIF6HU5IFhp-](https://drive.google.com/open?id=14SLM7UW_GK4RZTy6N_eFtIF6HU5IFhp-)

Based on the research results of the examination questions over the years, the experts give more detailed explanations of the contents of the frequently examined contents and difficult-to-understand contents, and made appropriate simplifications for infrequently examined contents. CPQ-301 test questions make it possible for students to focus on the important content which greatly shortens the students' learning time. With CPQ-301 Exam Torrent, you will no longer learn blindly but in a targeted way. CPQ-301 exam torrent will also help you count the type of the wrong question, so that you will be more targeted in the later exercises and help you achieve a real improvement. CPQ-301 exam guide will be the most professional and dedicated tutor you have ever met, you can download and use it with complete confidence.

Salesforce CPQ-301 is a certification exam designed for professionals who are interested in configuring and administering a Salesforce CPQ solution. It is ideal for individuals who are already familiar with Salesforce and want to specialize in CPQ. CPQ-301 exam covers a wide range of topics, including product configuration, pricing and quoting, contract management, and integration with other Salesforce solutions. The CPQ-301 Exam is a must-have for individuals who want to demonstrate their knowledge and expertise in Salesforce CPQ and stand out in the competitive job market.

>> CPQ-301 Valid Test Topics <<

## Vce CPQ-301 Format & CPQ-301 Testking

As old saying goes, no pains, no gains. You must depend on yourself to acquire what you want. No one can substitute you with the process. Of course, life has shortcut, which can ensure you have a bright future. Our CPQ-301 study materials will become your new hope. If you are ambitious and diligent, our study materials will lead you to the correct road. Thousands of people have regain hopes for their life after accepting the guidance of our CPQ-301 Study Materials. You should never regret for the past.

Salesforce CPQ-301 Exam consists of 60 multiple-choice questions and must be completed within 105 minutes. CPQ-301 exam covers a wide range of topics, including product configuration, pricing and discounting, quote templates, and contract management. Successful candidates must score at least 68% to pass the exam and earn the Salesforce CPQ Specialist certification.

## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q79-Q84):

### NEW QUESTION # 79

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote. The Subscription Term Is 24 months. The Product's Default Subscription Term Is 12 months, The Quantity is 10, The List Unit Price is \$120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step In the standard price waterfall?

- A. Regular Unit Price: \$108.00  
Customer Unit Price: \$86.40  
Net Unit Price: \$82.08
- B. Regular Unit Price: \$216.00  
Customer Unit Price: \$172.80  
Net Unit Price: \$164.16
- C. \* Regular Unit Price: \$108.00  
Customer Unit Price: \$168.00  
Net Unit Price: \$156.00

**Answer: B**

#### NEW QUESTION # 80

Bundle G contains various add-only options for the purpose of cross sales, Universal Containers (UC) wants to ensure that sales reps have the flexibility to increase the quantity of add-on option without reconfiguring the bundle.

Which two configuration should UC See to allow for the fallibility?

- A. Set the product Option Type to Related Product.
- B. Set the Product to quantity Editable = TRUE
- C. Set the Product Option to Quantity Editable = TRUE.
- D. Set the Product Type to Accessory.

**Answer: C,D**

#### NEW QUESTION # 81

Universal Containers has two products:

\* C-STOR-L, which Is a Large Storage Container.

\* C-LID-L, which is a Lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The admin wants to create an Option Constraint.

Which field should C-LID-L be stored in to meet this requirement?

- A. Constraining Option
- B. Configured SKU
- C. Constrained Option
- D. Optional SKU

**Answer: C**

#### NEW QUESTION # 82

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big.

What should the Admin do to resize the image and to maximize image quality?

- A. Wrap the image in a span tag and resize using CSS.
- B. Resize in an image editor outside of Salesforce.
- C. Add HTML height and width attributes in the img tag."
- D. Use inline CSS height and width properties in the img tag.

**Answer: B**

#### NEW QUESTION # 83

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

DOWNLOAD the newest Dumpexams CPQ-301 PDF dumps from Cloud Storage for free: [https://drive.google.com/open?id=14SLM7UW\\_GK4RZTy6N\\_eFtIF6HU5IFhp-](https://drive.google.com/open?id=14SLM7UW_GK4RZTy6N_eFtIF6HU5IFhp-)