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Salesforce CPQ-301 Configure and Administer a Salesforce CPQ Solution 1



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Salesforce CPQ-301 (Configure and Administer a Salesforce CPQ Solution) Certification Exam is designed to test the knowledge and skills of professionals who are responsible for configuring and administering Salesforce CPQ solutions. Configure and Administer a Salesforce CPQ Solution certification exam is not only for Salesforce administrators, but also for sales professionals and consultants who want to enhance their skills and knowledge in Salesforce CPQ. The CPQ-301 exam is an advanced-level certification that demonstrates a professional's ability to configure and administer Salesforce CPQ solutions.

The CPQ-301 exam is a valuable certification for Salesforce professionals who want to specialize in CPQ solutions. Obtaining this certification demonstrates to employers that the candidate has the knowledge and skills required to administer and configure CPQ solutions in Salesforce. Configure and Administer a Salesforce CPQ Solution certification can also help professionals advance their careers and increase their earning potential. Overall, the CPQ-301 exam is a great way for Salesforce professionals to enhance their skills and demonstrate their expertise in the field of CPQ solutions.

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Salesforce CPQ and Billing Consultant Accredited Professional Sample Questions (Q69-Q74):

NEW QUESTION # 69

How does Hold Billing work?

- A. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created only for invoices after hold billing was set to "yes".
- B. It Prevents invoice document generation and stops email notifications from going out to the customer.
- C. The Hold Billing field is set to "yes" until the order is activated. Upon order activation the field will be automatically set to "no".
- **D. It suspends invoicing for that order product until the field is set to "no". Invoices lines will be created to account for the time when hold billing was set to "yes"**

Answer: D

Explanation:

Salesforce Billing's Hold Billing field on Order Product works exactly as follows:

When Hold Billing = Yes, Salesforce Billing does not generate invoice lines for that Order Product.

Once the user sets Hold Billing back to No, Billing:

Calculates the missed invoice periods

Creates catch-up invoice lines so billing is not lost

Correct Behavior (per Documentation) This means:

✓ Invoicing is suspended

✓ Catch-up invoice lines are created for the entire period Hold Billing was active Thus, C is the correct and documented behavior.

Why the other answers are incorrect

Description

Why Incorrect

A

Prevents invoice document generation and emails

Misleading: the function specifically stops invoice line creation for the order product; it does not manage email notifications.

B

Hold Billing auto-resets on activation

False. Hold Billing is a manual field and does not auto-clear.

D

Only invoices after Hold Billing is set to No are created

Incorrect-Billing creates catch-up invoices for missed time.

Thus, C is completely aligned with Salesforce Billing behavior.

NEW QUESTION # 70

Universal Containers has recently implemented and released CPQ to users in their production environment. After an extensive testing Cycle in a sandboxed environment. One of the automations implemented was to set every new quote created as "primary" at the time of creation in order to save clicks. Users immediately began to report errors when trying to create quotes in the production environment for the first time. What could have caused this issue?

- **A. The User did not execute post-installation scripts upon their first login to CPQ.**
- B. The User did not have the proper access to the Opportunity Product object.
- C. The User did not have the proper access to the Quote Line object.
- D. The User did not have the proper access to the Quote Object.

Answer: A

Explanation:

When a Salesforce CPQ user logs into production for the first time, CPQ requires running the Post-Install Script. This script:

Creates default settings

Ensures CPQ-managed fields are initialized

Grants required permissions

Creates default Primary Quote logic metadata

Updates field values such as IsPrimary, quote calculation settings, etc.

Why the issue happened The customer implemented automation that automatically sets a new quote as Primary at creation.

If a user has not executed the CPQ Post-Install Script on their first login, then Salesforce CPQ has not yet initialized several objects and fields that are required for the Primary Quote creation process.

Therefore, the "first time users tried to create quotes" → they encountered errors, because:

Their user-specific CPQ installation metadata was not initialized

CPQ could not run its internal logic that depends on Primary Quote setup Salesforce's installation documentation explicitly states:

Each CPQ user must run the Post-Install Script after first login, or they may encounter errors when creating quotes, setting a quote primary, or performing calculations.

Thus the correct answer is A, and it is consistent with CPQ installation best practices.

NEW QUESTION # 71

Universal Containers sell boxes based on size. Price for a specific product is based on the selection of length and width and height. which cpq pricing functionality should be used here?

- A. Discount Schedule
- B. Multi Dimensional Quoting
- C. Price Rule with lookup table
- D. Percent of total

Answer: C

Explanation:

This use case describes a three-dimensional pricing model where the price of a product is determined by length × width × height.

These values are user selections (likely stored on Quote Line fields), and CPQ must determine the correct price based on a matrix of dimensions.

Salesforce CPQ documentation identifies Lookup Tables used with Price Rules as the standard method for implementing matrix or multi-attribute pricing.

✓ Why Price Rule with Lookup Table is the correct answerSalesforce CPQ Lookup Tables allow you to store pricing data externally from the product record and return the correct price based on multiple inputs.

Lookup tables can key off of multiple dimensions, e.g.:

Length

Width

Height

A price rule performs the lookup at calculation time and sets:

List Price, or

Custom price field

Create custom fields on Quote Line:

Length__c

Width__c

Height__c

Build a Lookup Table with key columns:

Length range

Width range

Height range

Resulting price

Build a Price Rule that uses:

Price Conditions → to map entered dimensions

Lookup Query → to fetch matching price

Price Action → to set the Quote Line's Unit Price

Relevant capabilities:Typical CPQ design for dimensional pricing:This is exactly the pattern Salesforce recommends for multi-attribute pricing.

□ Why the other options are incorrectA. Percent of TotalUsed for:

Support fees

Add-on fees based on parent productsNot for dimensional pricing.

B. Multi-Dimensional Quoting (MDQ)Used for:

Term-based pricing (Year 1, Year 2, Year 3)

Usage tiers over time

MDQ does not support 3-dimensional physical attributes.

C. Discount ScheduleSupports:

Volume tiering

Quantity-based pricing

Does not support multi-attribute dimensional pricing.

NEW QUESTION # 72

A revenue cloud user story states "Sales users should have the ability to create new quotes with established rate cards and account specific discounts because current customers are entitled to the pricing that was originally negotiated" .in addition to loading data to accounts, contracts, quotes what other object will need to absorb legacy data?

- A. Order Products
- **B. Contracted Pricing**
- C. Subscription
- D. Entitlements

Answer: B

Explanation:

User Story:

"Sales users should be able to create new quotes with rate cards and account-specific discounts that honor originally negotiated pricing." This means the system must pre-store customer-specific negotiated prices.

In Revenue Cloud, the object used for this is:

✓ Contracted PricingContracted Pricing stores:

Account-specific price overrides

Custom discounting

Negotiated flat rates

Validity windows

When a new quote is created, Salesforce CPQ automatically applies Contracted Pricing to the relevant products.

Why the other options are incorrect:Option

Why Incorrect

B - Subscription

Tracks ongoing services, not negotiated pricing.

C - Order Product

Not used for quoting or negotiated rates.

D - Entitlements

Applies to support or warranty, not pricing.

NEW QUESTION # 73

What are three reasons why you would need an AppExchange Solution to support generating a Document in support of a Revenue Cloud Project?

- **A. Contract Redlining**
- **B. Watermarks**
- C. Invoice Generation
- **D. Electronic Signature**
- E. Attachments

Answer: A,B,D

Explanation:

A Revenue Cloud project often requires enhanced document capabilities beyond native Salesforce CPQ or Billing.

✓ A - Contract RedliningRequires document collaboration, versioning, and clause-level redline-not native in CPQ. AppExchange apps like Conga, Nintex, DocuSign CLM support this.

✓ B - WatermarksNot supported natively by CPQ Quote Templates or Billing invoice templates.

Requires 3rd-party document generation.

✓ D - Electronic SignatureSalesforce does not provide native eSignature.

Common tools: DocuSign, Adobe Sign.

Why the wrong answers are incorrect:Option

Why Incorrect

C - Invoice Generation

Salesforce Billing does generate invoices natively.

E - Attachments

