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Salesforce CPQ-301 *Configure and Administer a Salesforce CPQ Solution* *4*

Percent of Total (%) - 10%

- A. $225
- B. $50
- C. $25
- D. $27

Answer: A

NEW QUESTION # 149

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To be eligible for the CPQ-301 Exam, candidates must have a solid understanding of the core Salesforce platform, including the Sales Cloud and Service Cloud. They should also have a good understanding of the concepts and principles of CPQ and be able to configure and customize CPQ solutions to meet the unique needs of their organization. Configure and Administer a Salesforce CPQ Solution certification exam consists of 60 multiple-choice questions, and candidates have 105 minutes to complete the exam.

To become certified in Salesforce CPQ-301, individuals must have a deep understanding of how to configure and administer CPQ solutions. They must also be knowledgeable in the best practices for managing pricing and quotes, as well as be familiar with the various automation tools available in Salesforce CPQ. Configure and Administer a Salesforce CPQ Solution certification exam is ideal for individuals who work in sales, operations, or IT, and who are seeking to advance their careers in the Salesforce ecosystem.

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Quiz 2025 Salesforce The Best Latest CPQ-301 Test Testking

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To prepare for the Salesforce CPQ-301 Exam, it is recommended that candidates have experience with Salesforce, as well as a good understanding of CPQ concepts and functionality. Salesforce offers a range of training courses to help candidates prepare for the exam, including instructor-led training, online courses, and self-paced learning modules. Candidates can also find a wealth of information on the Salesforce Trailhead platform, which offers interactive learning modules, hands-on exercises, and quizzes.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q171-Q176):

NEW QUESTION # 171
The Admin at Universal Containers created the following range Discount Schedule: The Users are confused by the results when the quantity falls on a number that is the threshold for an Upper/Lower Bound. For example, when 20 is selected, the discount percent is 30%. The users are expecting a discount percent of 20%. Which explanation best explains this phenomenon?

- A. The Discount Schedule should is a Term schedule, but should be Quantity
- B. The Discount Schedule should have Inclusive set to True.
- C. Lower bound is inclusive, upper bound is exclusive
- D. The Discount Schedule should be type Slab instead of Type Range

Answer: A,C

NEW QUESTION # 172
Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to redistribute Order Products from one Order to another.
What are two considerations the CPQ admin must take into account to meet the requirement?
Choose 2 answers

- A. Ensure the sales rep is listed as the owner of the Order.
- B. Ensure the CPQ Orders package setting "Allow Multiple Orders" is selected.
- C. Ensure the Edit Order Products button is exposed in the Order Page Layout.
- D. Ensure the sales rep has Modify All in their profile.

Answer: A,B

NEW QUESTION # 173
Universal Containers (UC) has asked their admin to add a new product selection rule to their flagship bundle. In their flagship bundle, there is a nested bundle "Warranty" that contains three warranty options: Gold, Platinum, and Diamond. By default, there is no warranty option selected. If a user has not set a warranty option and selects the product option "Premium Container" in the flagship bundle, the Diamond warranty option should automatically be selected in the child bundle.
How should the UC admin set the configuration rule?

- A. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to None.
- B. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to 1.
- C. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to None.
- D. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to 2,

Answer: A

NEW QUESTION # 174
An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activities the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.
What should the user see on the renewal Quote?

- A. All Quote Line items will be pulled through from the original Quote.
- B. The renewal Quote start date will be the Contract end date plus one day.
- C. Additional discounts from the original Quote will automatically populate on the renewal.
- D. Optional products from the original Quote will pull into the renewal.

Answer: C

NEW QUESTION # 175
The Admin has created the "Promotional Discount ABC" price rule below.
price rule below. Evaluation Scope : Calculator Conditions Met: All Calculator Evaluation Event: On Calculate Active: True TABLE
Assuming a quote where all conditions form this rule are met, which products on the quote get a discount?

- A. Product C
- B. Product A and Product C
- C. Product B and Product C
- D. Product A, Product B, and Product C

Answer: C

NEW QUESTION # 176
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