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Salesforce CPQ-301 exam is designed to assess an individual's ability to configure and administer a Salesforce CPQ solution. CPQ stands for Configure, Price, and Quote, and it is a software solution that helps organizations streamline their sales processes by automating the creation of quotes and proposals. The CPQ-301 Exam is a comprehensive test that evaluates a candidate's knowledge of Salesforce CPQ features, capabilities, and best practices.

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Earning the Salesforce CPQ-301 Certification demonstrates a professional's ability to configure and administer Salesforce CPQ solutions to meet specific business needs. Configure and Administer a Salesforce CPQ Solution certification exam is a great opportunity for professionals who want to enhance their career opportunities and demonstrate their expertise in Salesforce CPQ. With this certification, professionals can prove their ability to design, configure, and maintain Salesforce CPQ solutions, making them more valuable to their organization and potential employers.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q213-Q218):

NEW QUESTION # 213

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activates 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. The renewal Quote start date will be the Contract end date plus one day.
- B. Optional products from the original Quote will pull into the renewal.
- C. All Quote Line items will be pulled through from the original Quote.
- **D. Additional discounts from the original Quote will automatically populate on the renewal.**

Answer: D

NEW QUESTION # 214

Universal Containers has a multi-layer bundle with a Percent c# Total option In the first level. This Percer Total option's calculation should be based on other options in the same level.

How should the admin set this up?

- A. Set the percent of Total Category field on each Product in the bundle to the same value.
- **B. Set the percent of Total Scope field on the Product Option record to a value of Components.**
- C. Set the Percent of Total Scope field on the Product Option record to a value of Group.
- D. Set the percent of Total Scope field on the product Option record to a value of package.

Answer: B

NEW QUESTION # 215

"An Admin has created a Quote Template record and has set the Group Field field to SBQQ__Optional__c. When a User attempts to preview the output document using this Quote Template, this error appears: ""Invalid conversation from runtime type Boolean to String."" Why is this error occurring?

- A. The user did not create any groups on the quote.
- B. The user did not mark any products as ""optional.""
- **C. SBQQ__Optional__c is not a text field."**
- D. SBQQ__Optional__c is not a Quote Line field.

Answer: C

NEW QUESTION # 216

Universal Containers has three different range discount schedules. All three have a reference to Product A through the objects shown below. Product A is an option in a bundle and has a list price of \$100.

Discount Schedule Name	Tiers				Object Reference
	Name	Lower	Upper	Amt	
Bronze Hardware Maintenance Discount	1-10	1	11	5%	Product Option
	11-20	11	20	10%	
	21+	21	-	20%	
Silver Hardware Maintenance Discount	1-10	1	11	8%	Product
	11-20	11	21	12%	
	21+	21	-	15%	
Gold Hardware Maintenance Discount	1-10	1	11	10%	Contracted Price
	11-20	11	21	15%	
	21+	21	-	25%	

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- A. \$1,320.00
- B. \$1,125.00
- C. \$1,275.00
- D. \$1,350.00

Answer: C

NEW QUESTION # 217

The Admin wants to ensure that within one bundle, Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B. Which setup should the Admin use to meet these requirements?

- A. A Product Alert Rule where two Error Conditions with Summary Variable test of Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.
- B. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- C. A Product Selection Rule where two Error conditions with Summary Variables test of Product A and B have both been selected. If so, a Product Action will remove Product B.
- D. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.

Answer: A

NEW QUESTION # 218

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