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The CPQ-301 Exam is intended for individuals who work with Salesforce CPQ on a daily basis, including system administrators, business analysts, and consultants. It is an excellent way for professionals to demonstrate their expertise in Salesforce CPQ and advance their careers. Passing the CPQ-301 exam can lead to job opportunities with higher salaries and more significant responsibilities, making it a highly sought-after certification in the Salesforce ecosystem.

An in-depth knowledge of Salesforce CPQ is necessary for candidates attempting the certification exam. This could include familiarity with Salesforce CPQ configuration options, pricing models and components, product bundles and options, among other factors. Candidates should also be experienced in functionalities such as generating quotes, contracts and orders, and integrating CPQ with the Salesforce CRM. Furthermore, the exam may also contain questions on Salesforce governance, including policies and procedures, and system administration practices.

>> CPQ-301 Customizable Exam Mode <<

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q211-Q216):

NEW QUESTION # 211

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

- A. Bundled
- B. Selected
- C. Quantity Editable
- **D. Required**

Answer: D

NEW QUESTION # 212

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of 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 Scope field on the Product Option record to a value of Group.
- **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 package.
- D. Set the percent of Total Category field on each Product in the bundle to the same value.

Answer: B

NEW QUESTION # 213

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

Answer: A

NEW QUESTION # 214

Universal Conditions wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level. Which two steps should the Admin take to fulfil this requirement? Choose 2 answers

- **A. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.**
- B. Add Additional Disc. to the Line Editor Field set on the Quote Line object.
- **C. Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.**
- D. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.

Answer: A,C

NEW QUESTION # 215

"An Admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two - but never both.

How should the Admin set up Bundle A to accomplish this?

- A. Create a Product Feature and set both Min Options and Max Options to 1.
- B. Create a Product Feature and set both Min Options and Max Options to 4.
- C. Create an Option Constraint and set Type = Dependency
- D. Create an Option Constraint and set Type = Exclusion"

Answer: D

NEW QUESTION # 216

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