

Salesforce CPQ-301

SALESFORCE CPQ SPECIALIST CERTIFICATION QUESTIONS & ANSWERS

Exam Summary – Syllabus – Questions

CPQ-301

Salesforce Certified CPQ Specialist

60 Questions Exam – 65% Cut Score – Duration of 105 minutes

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Know Your CPQ-301 Certification Well:

The CPQ-301 is best suitable for candidates who want to gain knowledge in the Salesforce Administrator. Before you start your CPQ-301 preparation you may struggle to get all the crucial CPQ Specialist materials like CPQ-301 syllabus, sample questions, study guide.

But don't worry the CPQ-301 PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the CPQ-301 syllabus?
- How many questions are there in the CPQ-301 exam?
- Which Practice test would help me to pass the CPQ-301 exam at the first attempt?

Passing the CPQ-301 exam makes you Salesforce Certified CPQ Specialist. Having the CPQ Specialist certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

Salesforce CPQ-301 CPQ Specialist Certification Details:

Exam Name	Salesforce CPQ Specialist
Exam Code	CPQ-301
Exam Price	Registration fee: USD 200 Retake fee: USD 100
Duration	105 minutes
Number of Questions	60
Passing Score	65%
Recommended Training / Books	Prepare for Your Salesforce CPQ Specialist Credential Configure and Administer a Salesforce CPQ Solution (CPQ301)
Schedule Exam	Kryterion Webassessor
Sample Questions	Salesforce CPQ-301 Sample Questions
Recommended Practice	Salesforce Certified CPQ Specialist Practice Test

CPQ-301 Syllabus:

Section	Objectives	Weight
CPQ Platform	<ul style="list-style-type: none"> - Design, configure, and troubleshoot Price Rules using lookup objects and formula fields to meet business requirements. - Apply understanding of quote calculation sequence and Quote Line pricing fields to meet pricing and business requirements. - Utilize out-of-the-box and custom permissions, record types, field sets, and page layouts to ensure users can fulfill their job requirements. - Given a business process, demonstrate knowledge of CPQ data flow (e.g., twin fields) across CPQ objects. - Demonstrate knowledge about the CPQ object data model as it relates to data migration. - Set up CPQ for localization and multi-currency for international customers and users. - Given a scenario, determine the necessary CPQ package-level settings. - Determine how the CPQ managed package fits within a Salesforce org. 	23%
Bundle Configurations	<ul style="list-style-type: none"> - Given a scenario, set up a bundle structure to meet business requirements. - Given a scenario, set up Product Rules to meet business requirements. 	17%
Pricing	<ul style="list-style-type: none"> - Given a scenario, identify the appropriate pricing strategy (Discount Schedules, block prices, Contracted Prices, subscription pricing, percent-of-total). - Given a scenario, determine expected pricing outcomes. 	16%
Quote Templates	<ul style="list-style-type: none"> - Given a scenario, set up a Quote Template to meet business requirements. 	7%
Product Selection	<ul style="list-style-type: none"> - Given a scenario, use Search Filters, field sets, and Custom Actions to enable product selection and configuration. 	7%
Orders,	<ul style="list-style-type: none"> - Demonstrate understanding of the data required to 	15%

Section	Objectives	Weight
Contracts, Amendments, and Renewals	generate Orders and Contracts. - Demonstrate understanding of how to generate renewal and amendment Quotes to meet business requirements. - Given a scenario, recommend when to use Orders, Contracts, Subscriptions, and Assets to meet business requirements.	
Products	- Demonstrate how to set up Products, Price Books, and Price Book Entries. - Demonstrate how product catalog setup impacts overall CPQ data flow.	11%
Approvals	- Select and set up native or Advanced Approvals to meet business requirements.	4%

Salesforce CPQ-301 Sample Questions:

Question: 1

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- a) Visualize Product Hierarchy
- b) Preserve Bundle Structure
- c) Keep Bundle Together
- d) Enable Product Option Drawer

Answer: a

Question: 2

The Admin at Universal Containers is setting up permissions for internal sales Users. In addition to assigning the Salesforce CPQ User permission set, for which objects do the Users need Read, Create, Edit, Delete permissions?

- a) Price Rule, Price Action, Price Condition, Lookup Query
- b) Quote Template, Template Content, Template Section, Line Column
- c) Discount Category, Discount Schedule, Discount Tier, Term Schedule
- d) Quote, Quote Line, Quote Line Group, Quote Document

Answer: d

Question: 3

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

(Choose 2 answers)

- a) Product Option
- b) Product
- c) Contracted Price
- d) Segmented Product

Answer: a, c

Question: 4

When initially configuring a bundle, all Product Options are visible. A Configuration Attribute combined with a Product Rule is used to hide or show Product Options depending on the value of the Configuration Attribute.

The initial configuration was successful, but a user has reported that upon bundle reconfiguration, all Product Options are visible. The Configuration Attribute retains the value that was set initially. What should the admin do to resolve the issue?

- a) Ensure that Apply to Product Options is set to TRUE on the Configuration Attribute.
- b) Ensure that Apply Immediately is sc.
- c) Change the Evaluation Event of the Product Rule to Always.
- d) Change the Evaluation Event of the Product Rule to Load

Answer: b

Question: 5

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. Management has asked the Admin to Streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the Admin enable to meet this requirement?

- a) Enable Quick Calculate
- b) Use Inactive Prices
- c) Calculate Immediately
- d) Use Legacy Calculator

Answer: c

Question: 6

How do you ensure that the value a user inputs into a Configuration Attribute is preserved so that the user does not need to re-enter it when reconfiguring the bundle at a later time?

- a) Check the "Store Configuration Attribute Values" checkbox in the Steelbrick package settings
- b) Add the Configuration Attribute to the ReferencedFields field set
- c) Check the "Store Value" checkbox on the Configuration Attribute record
- d) Create a field on the Quote Line object that has the same data type and API name as the field you created on the Product Option object

Answer: d

Question: 7

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Steps?

(Choose 2 answers)

- a) Approval must be obtained from one group member at a time
- b) All group members must approve.
- c) Any group member may approve
- d) Smart Approvals can exclude group members below the approval threshold.

Answer: b, c

Question: 8

A customer is implementing CPQ to support two languages. Which two portions of text can be translated using the Salesforce CPQ localization object?

(Choose 2 answers)

- a) The Feature Name field on the Configure Products page
- b) Configuration Attribute picklist values
- c) Picklist values in the Product Family field on the Product object
- d) HTML Template Content in the Quote document

Answer: a, d

Question: 9

In order to assign a fixed price to a Product based on a range of quantities (which would override the automatic calculation of quantity x unit price) you would use?

- a) List Pricing
- b) Contracted Pricing
- c) Block Pricing
- d) Cost & Markup Pricing

Answer: c

Question: 10

On which two objects can an admin assign a Configuration Field Set to change the columns that are visible during configuration?

(Choose 2 answers)

- a) Products
- b) Option Constraints
- c) Product Features
- d) Product Options

Answer: c, d

Study Guide to Crack Salesforce CPQ Specialist CPQ-301 Exam:

- Getting details of the CPQ-301 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the CPQ-301 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the Salesforce provided training for CPQ-301 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the CPQ-301 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on CPQ-301 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

Reliable Online Practice Test for CPQ-301 Certification

Make VMExam.com your best friend during your Salesforce CPQ Specialist exam preparation. We provide authentic practice tests for the CPQ-301 exam. Experts design these online practice tests, so we can offer you an exclusive experience of taking the actual CPQ-301 exam. We guarantee you 100% success in your first exam attempt if you continue practicing regularly. Don't bother if you don't get 100% marks in initial practice exam attempts. Just utilize the result section to know your strengths and weaknesses and prepare according to that until you get 100% with our practice tests. Our evaluation makes you confident, and you can score high in the CPQ-301 exam.

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