Salesforce CPQ-301

Salesforce CPQ Specialist Certification Questions & Answers

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CPQ-301

Table of Contents:

Discover More about the CPQ-301 Certification

Are you interested in passing the Salesforce CPQ-301 exam? First discover, who benefits from the CPQ-301 certification. The CPQ-301 is suitable for a candidate if he wants to learn about Salesforce Administrator. Passing the CPQ-301 exam earns you the Salesforce Certified CPQ Specialist title.

While preparing for the CPQ-301 exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The CPQ-301 PDF contains some of the most valuable preparation tips and the details and instant access to useful **CPQ-301 study materials just at one click**.

Salesforce 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	- 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.	**23%**

Section	Objectives	Weight
	- 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.	
Bundle Configurations	- 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	- Given a scenario, identify the appropriate pricing strategy (Discount Schedules, block pricing, Contracted Prices, subscription pricing, percent-of-total). - Given a scenario, determine expected pricing outcomes.	**16%**
Quote Templates	- Given a scenario, set up a Quote Template to meet business requirements.	**7%**
Product Selection	- Given a scenario, use Search Filters, field sets, and Custom Actions to enable product selection and configuration.	**7%**
Orders, Contracts, Amendments, and Renewals	- Demonstrate understanding of the data required to 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.	**15%**
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%**

Broaden Your Knowledge with Salesforce CPQ-301 Sample Questions:

Question: 1

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: 2

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: 3

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: 4

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: 5

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

Question: 6

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: 7

What are two ways Salesforce CPQ Advanced Approvals support obtaining apprgvat 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 most approve.
c) Any group member may approve
d) Smart Approvals can exclude group members below the approval threshold.

Answer: b, c

Question: 8

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: 9

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, c

Question: 10

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

Avail the Study Guide to Pass Salesforce CPQ Specialist (CPQ-301) Exam:

- Find out about the CPQ-301 syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the **CPQ-301 syllabus**, it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.
- The candidate should not miss out on the scope to learn from the CPQ-301 training. Joining the Salesforce provided training for CPQ-301 exam helps a candidate to strengthen his practical knowledge base from the certification.
- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the **CPQ-301 sample questions** and boost your knowledge
- Make yourself a pro through online practicing the syllabus topics. CPQ-301 practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

Career Benefits:

- Passing the CPQ-301 exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

Here Is the Trusted Practice Test for the CPQ-301 Certification

VMExam.Com is here with all the necessary details regarding the CPQ-301 exam. We provide authentic practice tests for the CPQ-301 exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on VMExam.Com for rigorous, unlimited two-month attempts on the **CPQ-301 practice tests**, and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Salesforce Certified CPQ Specialist.

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