

# Salesforce CPQ-301 Study Guide PDF

GRAB THE SALESFORCE CPQ SPECIALIST CERTIFICATION PDF QUESTIONS  
& ANSWERS

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Exam Summary – Syllabus – Questions

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**CPQ-301**

**Salesforce Certified CPQ Specialist**

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

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## Table of Contents

Get an Overview of the CPQ-301 Certification: .....	3
Why Should You Earn the Salesforce CPQ-301 Certification? .....	3
What Is the Salesforce CPQ-301 CPQ Specialist Certification Exam Structure? .....	3
Enhance Knowledge with CPQ-301 Sample Questions:	4
What Study Guide Works Best in Acing the Salesforce CPQ-301 CPQ Specialist Certification? .....	7
Explore the Syllabus Topics and Learn from the Core: .....	7
Make Your Schedule: .....	7
Get Expert Advice from the Training: .....	7
Get Access to the PDF Sample Questions: .....	7
Avoid Dumps and Utilize the Salesforce CPQ-301 Practice Test: .....	7

## Get an Overview of the CPQ-301 Certification:

Who should take the [CPQ-301 exam](#)? This is the first question that comes to a candidate's mind when preparing for the CPQ Specialist certification. The CPQ-301 certification is suitable for candidates who are keen to earn knowledge on the Salesforce Administrator and grab their Salesforce Certified CPQ Specialist. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But CPQ-301 study guide PDF is here to solve the problem. CPQ-301 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

## Why Should You Earn the Salesforce CPQ-301 Certification?

There are several reasons why one should grab the CPQ-301 certification.

- The CPQ Specialist certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the [Salesforce Certified CPQ Specialist](#) is a powerful qualification for a prosperous career.

## What Is the Salesforce CPQ-301 CPQ Specialist Certification Exam Structure?

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

# Enhance Knowledge with CPQ-301 Sample Questions:

## Question: 1

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: 2

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: 3

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: 4**

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: 5**

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: 6**

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: 7**

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: 8**

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: 9**

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: 10**

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 set.
- c) Change the Evaluation Event of the Product Rule to Always.
- d) Change the Evaluation Event of the Product Rule to Load

**Answer: b**

# What Study Guide Works Best in Acing the Salesforce CPQ-301 CPQ Specialist Certification?

The CPQ-301 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

## Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the CPQ Specialist exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

## Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

## Get Expert Advice from the Training:

Do not forget to join the Salesforce CPQ-301 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

## Get Access to the PDF Sample Questions:

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

## Avoid Dumps and Utilize the Salesforce CPQ-301 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, CPQ-301 practice tests always stand out to be the better choice than dumps PDF.

### **Avail the Proven CPQ-301 Practice Test for Success!!!**

Do you want to pass the CPQ-301 exam on your first attempt? Stop worrying; we, VMExam.com are here to provide you the best experience during your Salesforce CPQ Specialist preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium [CPQ-301 practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.