



**Free Questions for CPQ-301 by dumpssheet**

**Shared by Cooley on 24-05-2024**

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# Question 1

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**Question Type: MultipleChoice**

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At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appear on one contract.

What are two ways the CPQ specialist can meet these requirements?

Choose 2 answers

## Options:

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- A) Set Order Product Date to Today when the record is created using Process Builder.
- B) Set Contracting Method on the Order to Single Contract.
- C) Set package Default Order Start Date to Today.
- D) Set Quote Contracting Method to By Subscription End Date.

## Answer:

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B, C

## Question 2

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### Question Type: MultipleChoice

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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?

#### Options:

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- A) Change the Evaluation Event of the Product Rule to Load.
- B) Ensure that Apply to Product Options is set to TRUE on the Configuration Attribute.
- C) Ensure that Apply Immediately is sc.
- D) Change the Evaluation Event of the Product Rule to Always.

#### Answer:

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C

## Question 3

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**Question Type:** MultipleChoice

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Which two conditions must be met so a user can change the Quantity on an Order Product? Choose 2 answers

### Options:

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- A) The package setting Allow Multiple Orders is enabled.
- B) The Order is in Draft Status.
- C) The Order setting Enable Negative Quantities is enabled.
- D) The Ordered checkbox on the Quote must be False.

### Answer:

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A, D

## Question 4

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**Question Type:** MultipleChoice

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Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin field has been created on the Asset record. UC contracts from the Order.

When leveraging the twin field functionality to pass this information to the Asset record, on which object should the admin create a twin field'

**Options:**

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- A) Product Option
- B) Order Product
- C) Opportunity Product
- D) Quote Line

**Answer:**

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D

## Question 5

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**Question Type:** MultipleChoice

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Universal Containers requires Quotes above a certain quantity threshold to be approved by the regional logistics manager. A custom object defines all regions and managers. Each Quote is automatically related to its region and its manager.

How should the admin leverage Advanced Approvals to meet the requirement?

**Options:**

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- A) Create an Approval Rule and use the Approver Field picklist to dynamically assign the Approval to the Regional Manager.
- B) Create an Approval Chain and use the Approver Field to dynamically assign the Approval to the Regional Manager.
- C) Create an Approval Rule for each Region and select the Regional Manager in the Approver lookup field.
- D) Create an Approval Chain with an Approval Rule for each Regional Manager lookup field.

**Answer:**

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A

## Question 6

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**Question Type:** MultipleChoice

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UC sells Product A with a tiered pricing model using a discount schedule with three discount tiers. They signed an agreement with their client ACME Tools that give this client a 50% discount on Product A with a flat rate for next calendar year.

Which set of actions would meet these requirements?

**Options:**

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- A)** Create a price book specific to ACME Tools with a price book entry at half the price for Product A and create a workflow rule that assigns this price book to all opportunities for ACME Tools.'
- B)** Create a price rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote lines for Product A when the account associated with the quote is ACME Tools.
- C)** Create a discount schedule with a single discount tier at 0% discount and associate it with a contracted price giving 50% discount to Product A on the ACME Tools account record.
- D)** Create a price rule that applies the 50% discount to the list price and injects it into the Customer Price field on the quote line when the account associated with the quote is ACME Tools.

**Answer:**

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C

## Question 7

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**Question Type: MultipleChoice**

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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?

**Options:**

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



**Answer:**

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D

## Question 8

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**Question Type:** MultipleChoice

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When amending a contract, users have reported that the net pricing of some products is Incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause'

**Options:**

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- A)** The Use Legacy Amend/Renew Service is TRUE in the package settings.
- B)** The products have a Discount Schedule and Cross Order Is unselected.
- C)** The products' Pricebook Entry prices were changed after the Contract was generated.
- D)** The Renewal Price and the Net Price on the Upgraded Subscriptions are different values.

**Answer:**

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B

## Question 9

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**Question Type:** MultipleChoice

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A subscription product that was newly created fails to display in the Product Selection screen when users search for it.

What are three possible reasons for this behavior? Choose 3 answers.

### Options:

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- A) The Component checkbox is TRUE on the Product record.
- B) The Active checkbox is FALSE on the Product record.
- C) The Optional checkbox is TRUE on the Product record.
- D) The Product is missing a related Cost record.
- E) The Product is missing a Pricebook Entry for the Quote's Pricebook.

### Answer:

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A, B, C

## Question 10

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**Question Type:** MultipleChoice

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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?

**Options:**

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- A) Keep Bundle Together
- B) Visualize Product Hierarchy
- C) Enable Product Option Drawer
- D) Preserve Bundle Structure

**Answer:**

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B

## Question 11

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**Question Type: MultipleChoice**

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Universal Containers designates all miscellaneous components with a Product Family that equals MISC. The admin wants to automatically exclude these components from the output document.

What should the admin do to meet this requirement?

**Options:**

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- A) On the Quote Template record, set the Show Bundled Products checkbox to False.
- B) On the Quote Template record, set the Show All Package Products checkbox to True.
- C) On the Template Section record, set filter fields to Product Family, Not Equals, and MISC.
- D) On each Product record with a family set to MISC, set the Component checkbox to True.

**Answer:**

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A

## Question 12

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**Question Type: MultipleChoice**

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An admin notices the fields placed in the SBQQ\_SearchFilter Field Set on the Product object are different than the fields displayed when using the Filter action in Product Selection-Why are the fields shown to the user different than those defined in the SBQQ\_SearchFilter Field Set during Product Selection?

**Options:**

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- A)** Check for any Search Filter records that have been created In the org. If present. Search Filters override the values defined in the SBQQ\_SearchFilter Field Set
- B)** Ensure that any fields Included in the SBQQ\_SearchFilter Field Set on Product are also included In the SBQQ\_SearchResults Field Set
- C)** Establish a Product Results Group Field Name In the CPQ Package Settings. This enables compatibility with filtering.
- D)** Set Large Quote Experience in the CPQ Package Settings to True. The enhancements made to search filtering are only available in the Large Quote Experience.

**Answer:**

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C

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