



Free Questions for CPQ-301 by certsdeals

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Question 1

Question Type: MultipleChoice

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

Options:

- A- The fields that trigger a calculation event to occur.
- B- The fields that appear in the Quote Line Drawer.
- C- The Quote Line fields that are visible.
- D- The Quote fields that may be edited.

Answer:

C

Question 2

Question Type: MultipleChoice

An admin is setting up multiple Option Constraints. When configuration the bundle, a user should be unable to select Product B unless the user has also selected Product A.

The screenshot shows a web interface for creating a new option constraint. The title is "New Option Constraint". Below the title, there are three buttons: "Save", "Save & New", and "Cancel". The main section is titled "Information" and contains the following fields:

- Constraint Name: Product A requires Product B
- Constrained Option: PO-000000
- Constraining Option: PO-000001
- Check Prior Purchases:

What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

Options:

A- Option Constrain Group should be populated.

- B-** Check Prior purchases should be set to False.
- C-** type should be dependency.
- D-** The Active checkbox should be set to True.

Answer:

C, D

Question 3

Question Type: MultipleChoice

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

Options:

- A-** API name of the field in the Tested field.
- B-** Salesforce ID of the Error Condition record.

C- Value of the Index field.

D- Value of the Condition # field.

Answer:

C

Question 4

Question Type: MultipleChoice

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions. Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

Options:

A- Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

- B-** Create a single Price Book with all Products. Share the Price Book with all users.
- C-** Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- D-** Use Product rules to hide Products from some sales reps.

Answer:

C, D

Question 5

Question Type: MultipleChoice

A user has added multiply bundles to the Quoto. Each bundle consists of Product Options of the Product Families:

- * Hardware
- * Licenses
- * Maintenance

On the output document, different line columns need to be rendered that contain the Products of each Family.

Moreover, the Product Options of each Family need to be rendered sapatataly for each bundle.

Which two stops should tha ad mm taka to maat tha raquiramant?

Choosa 2 answars

Options:

- A-** Create a different Line item section for each Product Family and leverage the Conditional Print field to show the corrract products.
- B-** Create a different Line Item section for each Product Family, and leveraga the Filter field to show tha correct products.
- C-** Construct a formula fold on tha Quota Line object that raturns tha bundla's Name and Numbar, and use this field in the Group field on the Line item Section
- D-** Populata tha Sort Ordar field on each Product record to properly sort the Quota Lines within each section.

Answer:

B, C

Question 6

Question Type: MultipleChoice

Universal Contamars wants to gva a 23S discount on a specific Product Option purchased in the big Box bundla.

In which two ways could tha admin configura CPQ to automatically apply this discount9

Choosa 2 ansvars

Options:

- A- Set the Option Discount (%) field on the Product Faatura for the bundla.
- B- Set the Option Oiscount (H) field on the Product Option for the bundla.
- C- Set Oiscountad by Packaga to TRUE on the Product Option for the bundla.
- D- Create a Price Rule that application the 25% discount when the product is addad as part of the bundla.

Answer:

C, D

Question 7

Question Type: MultipleChoice

A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.

How can the sales ops team ensure the renewal Quote reflects the increased quantity?

Options:

- A-** Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- B-** Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- C-** Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- D-** Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.

Answer:

A

Question 8

Question Type: MultipleChoice

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

Options:

- A- The value from the second record sorted alphabetically by Name is applied to the Target Field.
- B- The Target Field maintains its original value and an error message appears in the Quote Line Editor.
- C- The value from the record that was created most recently is applied to the Target Field.
- D- The value from the first record sorted alphabetically by Name is applied to the Target Field.

Answer:

B

Question 9

Question Type: MultipleChoice

A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.

What are two reasons that could explain this behavior?

Choose 2 answers

Options:

- A-** Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0.
- B-** The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.
- C-** The Price Book Entry of the Product has been set to Inactive.
- D-** The Exclude from Opportunity checkbox on the Product has been set to TRUE.

Answer:

A, D

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