



Free Questions for CPQ-301 by go4braindumps

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Question 1

Question Type: MultipleChoice

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.

Which date will CPQ use to calculate the prorate multiplier?

Options:

- A- The earliest date
- B- The Quote date
- C- The Quote Line date
- D- The latest date

Answer:

C

Question 2

Question Type: MultipleChoice

An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:

Option 1:

Optional SKU = Small Storage Container

Unit Price = \$2.00

Quantity = 10

Selected = True

Bundled = False

Option 2:

Optional SKU = Medium Storage Container

Unit Price = \$4.00

Quantity = 10

Selected = False

Bundled = False

Option 3:

Optional SKU = Custom Box Label

Unit Price = \$0.05

Quantity = 100

Selected = False

Bundled = True

Option 4:

Optional SKU = Shipping

Unit Price = \$7.50

Quantity = 1

Selected = True

Bundled = True

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

Options:

A- \$17.50

B- \$25.00

C- \$37.50

D- \$5.00

Answer:

B

Question 3

Question Type: MultipleChoice

Universal Containers has two products:

* C-STOR-L, which is a Large Storage Container.

* C-LID-L, which is a Lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The admin wants to create an Option Constraint.

Which field should C-LID-L be stored in to meet this requirement?

Options:

- A- Constrained Option
- B- Optional SKU
- C- Constraining Option
- D- Configured SKU

Answer:

A

Question 4

Question Type: MultipleChoice

A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales reps first attempt to contract the Order.

What are three troubleshooting steps an admin should take to identify the issue?

Choose 3 answers

Options:

- A- Confirm that each of the Order Products have been activated.
- B- Ensure the Order Start Date is later than the Opportunity Close Date.
- C- Check recent Apex Jobs to identify any errors in the contracting process.
- D- Verify that the related Opportunity is in Closed/Won status.
- E- Ensure there is at least one subscription-based Order Product on the Order.

Answer:

A, C, E

Question 5

Question Type: MultipleChoice

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

Options:

- A- Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
- B- Remove the Subscription flag from the Product's Search Filters Field Set.
- C- Remove the Subscription flag from the Product's Search Results Field Set.
- D- Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

Answer:

D

Question 6

Question Type: MultipleChoice

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created.

Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

Options:

- A- Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- B- Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- C- Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- D- Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

Answer:

C

Question 7

Question Type: MultipleChoice

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

Options:

- A- Set the Product's Sort Order as the only null Sort Order of any Product.
- B- Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- C- Set the Product Code as the first alphabetically of any Product's Product Code.
- D- Set the Product's Product Code as the only null Product Code of any Product.

Answer:

B

Question 8

Question Type: MultipleChoice

An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the t Rule to fire within this specific bundle.

What is a valid setup for the Configuration Rule?

Options:

- A- The Configuration Rule must be associated with Product records used in Product Actions.

- B-** The Configuration Rule must be associated with the Product Feature used within the bundle.
- C-** The Configuration Rule must be associated with the Product Option records used in Product Actions.
- D-** The configuration Rule must be associates with the Parent Product in the bundle.

Answer:

D

Question 9

Question Type: MultipleChoice

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

Options:

- A-** An Order without Order Products is created.
- B-** A second Order is generated with the remaining Quote Lines.

- C- An error is thrown informing the user an order already exists.
- D- The existing Order is updated with the remaining Quote Lines.

Answer:

B

Question 10

Question Type: MultipleChoice

An admin has set the Group ReW on one of the Quote templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

Options:

A- Modified By field on the user's Quote was last modified before the new Quote Template was implemented.

- B-** Bundles on Quote A contain a Configuration Attribute designating location.
- C-** There are Quote Line Groups related to Quote A.
- D-** Template Section with Template Content of Line Items type has a value in Group Field.

Answer:

C, D

Question 11

Question Type: MultipleChoice

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

Options:

- A-** Picklist values in the Product Family field on the Product object
- B-** Configuration Attribute picklist values

C- The Feature Name field on the Configure Products page

D- HTML Template Content in the Quote document

Answer:

C, D

Question 12

Question Type: MultipleChoice

The admin at Universal Containers has a group of Price Rules with Lookup Queries that references a new Rental Rates object. After testing to confirm the Price Rules produce the expected behavior, the Price Rules are ready to be deployed to Production.

In which order should the admin deploy Price Rules with Lookup Queries to align with best practices'?

Options:

A- Price Rules, Price Conditions, Rental Rates. Lookup Queries, Price Actions

B- Price Rules, Rental Rates, Lookup Queries, Price Actions, Price Conditions

C- Rental Rates, Price Rules, Price Conditions, Lookup Queries, Price Actions

D- Rental Rates. Lookup Queries. Price Rules. Price Conditions, Price Actions

Answer:

C

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