

Free Questions for CPQ-301

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Question 1

Question Type: MultipleChoice

The sales manager at Universal Containers wants to ensure that bundles:

- * Cannot be reconfigured when a final Quote is created.
- * Allow sales reps to configure bundles only on new or amendment quotes.

Options:

- B-** Ensure SBQQ__ReconfigurationDisabled_c is set to TRUE on the Bundle product.
- C-** Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type_c is not equal to 'Renewal'.
- D-** Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to 'Renewal'

Answer:

D

Question 2

Question Type: MultipleChoice

A Configuration Attribute displays a Product Option picklist field named Custom_Picklist__c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist contains fewer values than the field from the Product Option.

Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

Options:

- A-** The selected value is saved to the quote line field.
- B-** An error message appears that prevents saving the configuration.
- C-** The Save button is gray and unavailable in the configurator.
- D-** A null value is saved to the quote line field.

Answer:

B

Question 3

Question Type: MultipleChoice

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

Options:

- A-** A Product Rule is preventing the Additional Discount from being edited.
- B-** The Non Discountable field is marked True on the Product record for the Quote Line.
- C-** Additional Discount is a locked field on amendment Quotes.
- D-** The org is using legacy amendment and renewal service.

Answer:

C

Question 4

Question Type: MultipleChoice

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

Options:

- A-** One or more Price Condition records use a formula that references a non-CPQ object field.
- B-** One or more Price Condition records have a lookup to a Summary Variable.
- C-** The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.
- D-** The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.

Answer:

C

Question 5

Question Type: MultipleChoice

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Lower	Upper	Discount
First Level	1	11	10%
Second Level	11	21	25%
Third Level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

Options:

A- \$1,050.00

B- \$1,725.00

C- \$1,700.00

D- \$1,575.00

Answer:

C

Question 6

Question Type: MultipleChoice

Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors' business units (child accounts). Product A has a product family of Storage and a list price of \$300. The parent account has a Contracted Price set to \$200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

Options:

- A- Set Ignore Parent Contracted Prices to true on the parent contracted price.
- B- Create a new contracted price for Product A on the business unit account with a price of \$300.
- C- Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.
- D- Set Ignore Parent Contracted Prices to true on the business unit account record.

Answer:

B, D

Question 7

Question Type: MultipleChoice

Universal Containers sells Tiny Boxes for \$0,005 each. Tiny Boxes are Non Discountable.

How should the admin set the decimal precision for the unit price?

Options:

- A-** Edit the Unit Price field on the Quote Line object and set the precision to 3.
- B-** Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.
- C-** Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- D-** Use a Price Rule that sets the Net Unit Price to \$0,005 when the product is added to a Quote.

Answer:

B

Question 8

Question Type: MultipleChoice

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

Options:

- A- None
- B- Configurable
- C- Allowed
- D- Disabled
- E- Required

Answer:

A, C, E

Question 9

Question Type: MultipleChoice

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

Options:

A- One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A".

One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10.

One Price Action to inject the value 50 into Unit Price field.

B- One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.

One Price Action to inject the value 10 into the Quantity field.

One Price Action to inject the value 50 into the Unit Price field.

C- One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10

One Price Action to inject the value 10 into the Quantity field.

One Price Action to inject the value 50 into the Unit Price field.

D- One Price Condition using a Summary Variable counting Product A to verify that Product A is selected

One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10

One Price Action to inject the value 50 into the Unit Price field.

Answer:

A

Question 10

Question Type: MultipleChoice

Universal Containers (UC) offers several enterprise server bundles with professional services. UC has a large catalog of professional services that are compatible with any server. New professional services are constantly being introduced. UC wants to design the product configuration to minimize maintenance and ensure scalability.

Which two actions should the admin take to construct these new bundles?

Choose 2 answers

Options:

- A- Create a new Custom Action that is filtered to show only Professional Services Products.
- B- Create a Dynamic Feature for Professional Services Products.
- C- Create a nested bundle that contains all Professional Services Products.
- D- Create a Filter Product Rule with a Product Action filtering for Professional Services Products.

Answer:

B, D

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