

## [May-2023 CPQ-301 Dumps With 100% Verified Q&As - Pass Guarantee or Full Refund [Q60-Q74]



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Pass Salesforce CPQ-301 Exam With Practice Test Questions Dumps Bundle

The CPQ-301 exam consists of 60 multiple-choice questions and has a time limit of 90 minutes. To pass the exam, candidates must score at least 65%. The exam covers a wide range of topics, including CPQ fundamentals, product configuration, pricing and quoting, and CPQ administration. Successful candidates will receive the Salesforce Certified CPQ Specialist certification, which is recognized by employers and industry professionals as a mark of expertise in Salesforce CPQ solutions.

The Salesforce CPQ-301 Certification Exam is ideal for individuals who want to demonstrate their proficiency in Salesforce CPQ and enhance their career prospects. This certification is recognized globally and is highly valued by employers. It serves as a benchmark for employers to identify and hire skilled Salesforce CPQ professionals who can help them streamline their sales processes and increase their revenue.

To prepare for the Salesforce CPQ-301 exam, it is recommended that candidates have experience with Salesforce, as well as a good

understanding of CPQ concepts and functionality. Salesforce offers a range of training courses to help candidates prepare for the exam, including instructor-led training, online courses, and self-paced learning modules. Candidates can also find a wealth of information on the Salesforce Trailhead platform, which offers interactive learning modules, hands-on exercises, and quizzes.

### NEW QUESTION 60

An admin has set the Group Field 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

- \* Modified By field on the user's Quote was last modified before the new Quote Template was implemented.
- \* Template Section with Template Content of Line Items type has a value in Group Field.
- \* There are Quote Line Groups related to Quote A.
- \* Bundles on Quote A contain a Configuration Attribute designating location.

### NEW QUESTION 61

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

- \* Leverage Salesforce automation to select the Order by Quote Line Group filed on the Quote.
- \* Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- \* Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.
- \* Leverage Salesforce automation to set the Ordered By filed on the Quote to a picklist value that represents a custom Quote Line field.

### NEW QUESTION 62

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.

What should the admin set up to satisfy this requirement?

- \* An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.
- \* A value of 10 should be added to the Max Options field on the feature record.
- \* The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- \* The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.

### NEW QUESTION 63

The products sold by Universal Containers (UC) have a Product Family of Hardware or Software. Each Quote should only contain one of the Product Families. At the time of Quote creation, the sale rep is required to populate a custom picklist with the API name Family\_\_c with values of Hardware and Software.

If the sales rep selects Hardware for the Family\_\_c field, the rep should only be able to add Products with the Product Family of Hardware to the Quote. The same premise applies for the value Software for the Family\_\_c field.

How should the Admin meet this requirement?

\* Create a Custom Action Condition related to the Add Products Custom Action where:

Target Object is Quote

Field is Family\_\_c

Filter value is Product Family

\* Create a Custom Action Condition related to the Add Products Custom Action where:

Target object is Product

Field is Product Family

Filter Value is Family\_\_c

\* Create a Search Filter related to the Add Products Custom Action Where:

Target Object is Quote

Target Field is Family\_\_c

Operator is Equals

Filter Source Object is Product

Filter Source Field is Product Family

Hidden is True

\* Create a Search Filter related to the Add Products Custom Action Where:

Target Family is Product

Target Field is Product Family

Operator is Equals

Filter Source Object is Quote

Filter Source Field is Family\_\_c

Hidden is True.

## **NEW QUESTION 64**

A user has created a Quote with a Start Date of January 1, 2022, and added two subscription Quote Lines. The term of the first subscription Quote Line is set to 11. The term of the second subscription Quote Line is set to 12. The Subscription Term Unit in the Instated Package Settings is set to Months. After creating a single Contract, the user creates a renewal Quote.

If the Amendment & Renewal Behavior is set to Latest End Date, what is the End Date of each Renewal Quote Line?

\* The End Date of the first subscription will be November 30, 2023; the End Date of the second Ascription will be December 31, 2023.

- \* The End Date of both subscriptions will be December 31, 2023.
- \* The End Date of the first subscription will be October 31, 2023; the End Date of the second subscription will be December 31, 2023.
- \* The End Date of both subscriptions will be November 2023.

### NEW QUESTION 65

Universal Containers sells a monthly subscription service with bered pricing:

Total Price  
\$1,000 for the first 100 units  
\$1,000 plus \$9 per unit above 100  
\$4,600 plus \$8 per unit above 500  
\$8,600 plus \$7 per unit above 1,000

Which pricing method should the Admin Select for this service?

- \* Tiered
- \* Segmented
- \* List
- \* Block

### NEW QUESTION 66

Which is the correct format for creating a subgroup label that dynamically pulls the subgroup field value if grouping by Product Family?

- \* Subtotal for {Product2.Family}
- \* Subtotal for Family
- \* Subtotal for {!Product2.Family}
- \* Subtotal for {0},

### NEW QUESTION 67

Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- \* Add a partner to the Partner on the Quote record.
- \* Create a Contracted Price record related to an Account record.
- \* Populate the Generate Contracted Price field on a Quote record.
- \* Generate a Contracted Price via the Contracted checkbox on the Quote record

### NEW QUESTION 68

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- \* Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- \* Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.

- \* Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- \* Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

### NEW QUESTION 69

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

- \* Set and choose a Category on the Feature.
- \* Set Option Layout to Tabs on the Feature.
- \* Set Option Layout to Tabs on the Product.
- \* Set and choose a Group on the Feature.

### NEW QUESTION 70

In Universal Containers's original implementation, all Additional Discount fields were removed from the Quote Line Editor Interface in favor of a custom field. Today, Universal Containers wants to use the out-of-the-box Additional Discount field to apply on a Product-by-Product basis for all Products.

To which Field Set does the Admin need to add the Additional Discount field?

- \* The Quote Line object's Summary Fields Field Set.
- \* The Quote object's Line Editor Field Set.
- \* The Quote Line object's Line Editor Field Set.
- \* The Quote Line Group object's Line Editor Field Set.

### NEW QUESTION 71

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- \* Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- \* Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- \* Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- \* Set the Product Family picklist on the Standard Warranty product's Product record to Services.

### NEW QUESTION 72

Universal Containers sells their subscription products only in whole months. The Users at Universal Containers are sometimes entering values into Start Date and End Date and leaving Subscription Term blank. They are finding that subscription pricing is not working as they would expect because the dates they are choosing do not equate to exact months. This leads to pricing that may be a few cents or even a few dollars off. The Admin would like to find a solution that does not require forcing the users to use Subscription Term. What should be done so that the pricing is rounded to the expected value?

- \* In the package settings, set Subscription Prorate Precision to Monthly.
- \* On the Quote object, set the Subscription Prorate Precision field to Monthly.

- \* Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.
- \* Create a Price Rule that takes the user-entered date and calculates a rounded Term.

### NEW QUESTION 73

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?

- \* An Order without Order Products is created.
- \* A second Order is generated with the remaining Quote Lines.
- \* An error is thrown informing the user an order already exists.
- \* The existing Order is updated with the remaining Quote Lines.

### NEW QUESTION 74

Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sales wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.

What is the most efficient method for the GPQ specialist to meet the business requirement?

- \* Create a formula field that leverages the IMAGE function.
- \* Create an integration between the CMS and Salesforce.
- \* Create a Rich-Text Area field and store the image value.
- \* Create a Hyperlink field that stores the URL of the image.

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