

The Ultimate Salesforce CPQ-301 Dumps PDF Review [Q113-Q137]



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Salesforce CPQ-301 certification exam is designed for professionals who want to demonstrate their expertise in configuring and administering Salesforce CPQ solutions. CPQ stands for Configure, Price, and Quote, and it's a powerful tool that helps sales teams to streamline their processes for creating quotes and proposals. The CPQ-301 exam covers a range of topics related to Salesforce CPQ, including product configuration, pricing and discounting, quoting and proposals, and order management.

NEW QUESTION 113

Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.

What two Option configurations that must be utilized for Product B to meet the requirement?

- * Set Bundle to FALSE.
- * Set Required to FALSE.

- * Set Selected to TRUE.
- * Set Quantity Editable to TRUE.

NEW QUESTION 114

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

- * Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.
- * Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.
- * Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.
- * Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

NEW QUESTION 115

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

- * Picklist values in the Product Family field on the Product object
- * Configuration Attribute picklist values
- * The Feature Name field on the Configure Products page
- * HTML Template Content in the Quote document

NEW QUESTION 116

The Admin at Universal containers has created a formula field to calculate margin on the Quote Line object. This field should be hidden from all Users that are not Admins or management. How can the Admin accomplish this?

- * Remove the margin field from the Quote Line Editor Field Set for relevant Profiles.
- * Remove the margin field from the Quote Line Editor Field Set for relevant Roles.
- * Set Visible to false for relevant Profiles on the field-level security for the margin field.
- * Set Visible to false for relevant Roles on the field-level security for the margin field.

NEW QUESTION 117

Universal Containers (UC) uses USD, GBP, and EUR and has Multi-Currency enabled.

UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.

UC products have one set of EUR and GBP prices for European customers.

What is the most effective way to set up DCs Price Books?

- * Create three Price Books, one for each currency (USD, EUR, GBP),
- * Create three Price Books, one for each region (America, Asia Pacific, Europe).
- * Create four Price Books, one for each unique currency and region (America – USD, Asia Pacific – USD, Europe – EUR, Europe – GBP). Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia

NEW QUESTION 118

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

* \$480.00

* \$450.00

* \$500.00

* \$470.00

NEW QUESTION 119

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing. Products A and B have Asset Conversion populated. Both Products have a Quantity of two. Which two are potential outcomes when the Opportunity associated with the Quote is contracted?

- * Two Subscription records and two Assets records will be created.
- * One Subscription record and two Asset records will be created.
- * One Subscription record and an Asset record will be created.
- * Two Subscription records and an Asset record will be created.

NEW QUESTION 120

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?

- * Constrained Option
- * Optional SKU
- * Constraining Option
- * Configured SKU

NEW QUESTION 121

A User creates a quote with these details: No subscription pricing products. Default Product record fields have not been altered. Renewal Model is Contract based. The Quote has been contracted. Which records will be generated?

- * Assets will be created on the opportunity for each product in the quote.
- * A contract will be generated with subscription for each product in the quote.
- * Assets will be created on the account for each product in the quote.
- * A contract will be generated with no subscriptions for each product in the quote.

NEW QUESTION 122

Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.

What should the admin configure in the product to meet this requirement?

- * When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- * A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- * When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- * When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.

NEW QUESTION 123

In add-on and renewal scenarios, Universal Containers wants to disable the selection of one-time setup fees in bundles that have previously been sold to the client. The Admin will create a Product Selection Rule that will check if the number of previously sold setup fees is greater than 0. What should the error condition test against?

- * Use Subscription as Tested object and Subscription Name as Tested Field.
- * Use Asset as Tested Object and Asset Name as Tested Field.
- * Use a Tested Variable that counts the number of existing setup fee Assets.
- * Use a Tested Variable that counts the number of existing setup fee Subscriptions.

NEW QUESTION 124

What is the correct order of data import to load Products and Product bundles in CPQ?

- * Product Rules, Error Conditions, Configuration Rules, Product Action
- * Product Features, Product, Product Options, Option Constraints
- * Product, Product Features, Product Options, Option Constraints, Configuration Attributes
- * Product Option, Product Feature, Product, Option Constraints, Configuration Attributes

NEW QUESTION 125

Universal Containers has a requirement to set a maximum discount approval threshold for the User. This Threshold is a calculated value based on data held in a Custom Object. The Admin has determined that this will require two price rules. The first rule is a lookup rule that Pulls a value from a custom object record and set it to a custom field on the quote line. The second price rule evaluates if the custom field is populated, and if so, it calculates the maximum discount threshold using that value. Both Price Rules have Evaluation Events set to On Calculate. The Second Price Rule is not running. How should the Price Rules be altered so that the second Price Rule will run?

- * Both Price Rules must be moved to the Before Calculate Evaluation Event.
- * The order of the Price Action for the first Price Rule must be earlier than that of the second.
- * The second Price Rule must have the same Evaluation Order as the first.

- * The second Price Rule must be in a later Calculator Evaluation Event.

NEW QUESTION 126

UC wants to default information on the Quote Line from a Product field.

How should this information be transferred?

- * Create a cross-object formula field that stores the Product Field's value in the Quote Line field
- * Create a Workflow Rule that stores the Product field's value in the Quote Line field.
- * Create two fields with the same API name and type on the Product Quote Line.
- * Create Price Rule that stores the Product field's value in the Quote Line field.

NEW QUESTION 127

Universal Containers has decided to mark up prices instead of discounting. Product A is valued at \$10 and Product B is valued at \$20. Product A is a 10% markup and Product B is a 20% markup. Which pricing method would the Admin set up, and what would the final price be for each product?

- * List, Product A price would be \$11, Product B Price would be \$22
- * List, Product A price would be \$11, Product B price would be \$24
- * Cost, Product A price would be \$12, Product B price would be \$24
- * Cost, Product A price would be \$11, Product B price would be \$24

NEW QUESTION 128

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.

Which Subscription field values should the admin set to meet this requirement?

- * * Subscription Term: 12
- * Subscription Type: One-Time
- * Subscription Pricing: Fixed Price
- * * Subscription Term: 1
- * Subscription Type: One-Time
- * Subscription Pricing: Percent of Total
- * * Subscription Term: 1
- * Subscription Type: Evergreen
- * Subscription Pricing: Percent of Total
- * * Subscription Term: 12
- * Subscription Type: Evergreen
- * Subscription Pricing: Fixed Price

NEW QUESTION 129

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A.

Which settings should be used on the Price Rule to meet these requirements?

* Evaluation Scope = Calculator

Calculator Evaluation Event = Save

* Evaluation Scope = Configurator

Configurator Evaluation Event = Edit

* Evaluation Scope = Calculator

Calculator Evaluation Event = Edit

* Evaluation Scope = Configurator

Configurator Evaluation Event = Save

NEW QUESTION 130

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?

* \$17.50

* \$25.00

* \$37.50

* \$5.00

NEW QUESTION 131

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.

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

- * Constrained Option
- * Dependent Option
- * Required for Option
- * Selected Option

NEW QUESTION 132

Universal Containers sells products that require serial numbers assigned to each product that is sold. These products do not expire and the serial number is assigned to each record after the contract is created. Which Product field value should the Admin set up to handle this use case?

- * Asset Conversion: One Per Line
- * Asset Conversion: One Per Unit
- * Subscription Type: One-Time
- * Subscription Price: List Price

NEW QUESTION 133

The Universal Containers Admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The Admin planned to use a roll-up summary field on the Quote object to average the Quote Line Approval Score field. The Admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which action Should the Admin take to resolve the issue?

- * Create a trigger to populate the average Approval Score.
- * Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.
- * Create a Workflow Rule with a Field Update to populate the average Approval Score.
- * Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.

NEW QUESTION 134

Universal Containers Is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, It Is replaced with Premier Pro.

What does the admin need to do to support this business requirement?

- * Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- * Set the Renewal Product field on the Premier Support Product record to Premier Pro.
- * Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- * Set the Upgrade Target field on the Premier Support Product record to Premier Pro.

NEW QUESTION 135

Upon checking the Contracted checkbox on an Amendment Opportunity, a new Contract is generated.

- * True
- * False

NEW QUESTION 136

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 137

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

- * Validation
- * Filter
- * Alert
- * Selection

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