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NEW QUESTION: 1

"When configuring a bundle, Universal Containers users must select Product B and Product C in order to add Maintenance Product A.

How should the CPQ Admin set this up to meet the requirement?

Choose one answer

- A. Create an Option Constraint Group ""Maintenance"" to require that Product A can only be selected when Products B and C are selected.
- B. Create a ""Dependency"" Option Constraint for Product B and an ""Exclusion"" Option Constraint for Product
- C. Create two ""Dependency"" Option Constraints for Products B and C and have Product A as the constraining option for both Option Constraints."
- D. Create two ""Exclusion"" Option Constraints for Products B and C and have Product A as the constrained option for both Option Constraints.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 2

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?

- A. 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.
- B. 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.

C. 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.

D. 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.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 3

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?

A. The earliest date

B. The Quote Line date

C. The latest date

D. The Quote date

Answer: D (LEAVE A REPLY)

NEW QUESTION: 4

An admin sets Asset Conversion for a non-subscription Product A to "One per unit." A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

A. Asset and Order Product

B. Asset

C. Asset and Opportunity Product

D. Order Product

Answer: A (LEAVE A REPLY)

NEW QUESTION: 5

Universal Containers (UC).utilizes bundles to sell hardware and related accessories together as a package. Several of the accessories are component-type Options, with quantities dependent on the hardware. UC wants to begin using split Orders to manage a

fulfillment process, with Orders broken out based on when items are shipped to the customer.

What should UC consider before implementing split Orders ?

- A.** The hardware bundle and component-type Options can be split into separate Orders without preserving the bundle structure.
- B.** The hardware bundle and component-type Options can be split manually.
- C.** The hardware bundle and component-type Options can be split using the Order By field.
- D.** The hardware bundle and component-type Options must be placed in the same Order together.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?

- A.** Check the Exclude From Opportunity checkbox on the Bundle Product Record.
- B.** Check the Hidden checkbox on the Bundle Product Record.
- C.** Check the Hidden checkbox on the Product option Record.
- D.** Check the Optional checkbox on the Bundle Product Record.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 7

Given a customer's tiered pricing model, an Admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the Admin configure the Discount Schedule to meet this requirement?

- A.** Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B.** Set the Discount Unit to Amount, create a custom Override_Amount_c field on the Edit Tiers page, select the Users Defined checkbox, and then choose All from the Override Behavior picklist.
- C.** Set the Discount Unit to Percent, set the Aggregation Scope to Quote, Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.
- D.** Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 8

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field

to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A.** Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- B.** Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C.** Create a custom Page Layout and add the custom Contract Name field to the layout.
- D.** Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 9

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?

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 10

Universal Containers sells a subscription Product Y that is sometimes sold in yearly segments and sometimes sold in quarterly segments. How should the Admin configure price dimensions for Product Y to allow the User to determine segment length?

- A.** Create one price dimension with Type set to Custom.
- B.** Add the "Segment Type" field to the Segment Line Editor field set on the Quote Line object.
- C.** Create two price dimensions, one with Type set to Yearly, the other with Type set to Quarterly.
- D.** Create one price dimension with Type set to Yearly and Allow Override set to True.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 11

The admin at Universal Containers (UC) has created one bundle that contains all of its Products as Options. The bundle has Subscription Pricing and Asset Conversion set to null

on its Product record. Implementing the Product catalog via a bundle allows UC to enforce logic about which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions.

After making selections within the bundle, a sales user saves the Quote and creates a Contract from the Opportunity associated with the primary Quote. Later, the sales user needs to amend this Contract based on new 8 customers. When UC amends the tract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote.

The parent excluded in the Amendment Quote?

- A.** By default, bundled Assets and Subscriptions are excluded in Amendment Quotes.
- B.** The sales user neglected to select the Preserve bundle structure field on the Contract.
- C.** The sales user must use the Amend Assets field on the Account to amend a Contract which containers
- D.** The parent Product is excluded from the amendment because it lacks an Asset or a Subscription

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

Universal Containers wants to provide a 10% discount to Product A, but only when customers who have previously purchased at least one unit of Product A decide to purchase more. The CPQ admin has set up a price rule, but it is currently running on all lines that contain Product A.

Product A is a subscription product. How should the CPQ admin prevent this rule from firing when a customer first purchases Product A?

- A.** Create a lookup query to check subscriptions for previously purchased products.
- B.** A Create a condition that checks that the Quote Line's Existing checkbox is set to True.
- C.** Create a condition to evaluate a Summary Variable over previous subscriptions,
- D.** Create an Option Constraint with Check Prior Purchases set to True.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 13

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

- A.** {\$Data.VariableName}
- B.** {\$Text.VariableName}
- C.** {!Text.VariableName}
- D.** {!Data.VariableName}

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 14

Subscription Product A has a Subscription Term of 6, a List Price of \$100, and a Ranged Discount Schedule. A user has added this Product a Quote with a Term of 12.

A u The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Pnce m this scenario?

- A. Regular Price of \$100
- B. Regular Price of \$75
- C. Regular Price of \$200
- D. Regular Pnce of \$150

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 15

An Admin has noticed that the proration for their subscription products is not coming out to what they would expect. With a Start Date of January 1, 2017 and End Date of January 1, 2018, the Prorate Multiplier is coming out to 1,083. The CPQ Admin is expecting a Prorate Multiplier of 1,003. What action should the Admin take to correct this pricing issue?

- A. Change the Subscription Term Unit in package settings from Month to Day.
- B. Change the Subscription Prorate Precision in package settings to "Month + Day."
- C. Change the Prorate Calculation field in package settings from Month to Day.
- D. Change the Default Subscription Term on the Quote Line to produce expected proration.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 16

The Admin wants to ensure that within one bundle. Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B.

Which setup should the Admin use to meet these requirements?

- A. A Product Selection Rule where two Error conditions with Summary Variables test of Product A and B have both been selected. If so, a Product Action will remove Product B.
- B. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- C. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.
- D. A Product Alert Rule where two Error Conditions with Summary Variable test of Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 17

A user is unable to see a particular Product on the Product Selection screen when clicking Add Products.

What are two potential reasons the Product is unavailable

Choose 2 answers

- A. The Add Products button has a Custom Action Condition associated to it.
- B. The Hidden checkbox on the Product record is set to TRUE.
- C. The Add Products button has a Search Filter associated to it.
- D. The Component checkbox on the Product record is set to TRUE.

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 18

"UC wants to show a custom text field on their Quote Document. This field with API name Additional_Text__c

already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. {ISBQQ__Quote__c.Additional_Text__c}
- B. {ISBQQ__Quote__r.Additional_Text__c}"
- C. {!quote__r.Additional_Text__c}
- D. {!quote.Additional_Text__c}

Answer: D (LEAVE A REPLY)

NEW QUESTION: 19

The Admin at Universal Containers is receiving an "Attempt to de-reference a null object" error when generating a Quote Document after adding the following section to display line items with the Product Family Setup Fees: What change needs to be made to resolve this error?

- A. More than one-line volume must apply only to this section.
- B. Filter Operator must be populated with Equals.
- C. Filter Value should have quotations around Setup Fees
- D. Filter Field must be the field name Product Family.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 20

Universal Containers (UC) wants to set up four separate Template Sections. UC also wants each of these sections to render on its own page, no matter if the text field fills an entire page or not. Which two will determine how the page breaks?

- A.** Under the Keep with Previous picklist, select the Always option on each of the Template Sections.
- B.** Under the Page Break picklist, select the After option on each of the first three Template Sections.
- C.** Under the Page Break picklist, select the Before option on each of the last three Template Sections.
- D.** Under the Keep Separate picklist, select the Always option on each of the Template Sections.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 21

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.

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 22

Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line. Which approach should the CPQ Specialist recommend to meet this business requirement?

- A.** A Price Rule with the Calculation Event of After Calculate to update the picklist field
- B.** A Workflow Rule and field update on the Quote Line to update the picklist field
- C.** A Process Builder on the Quote Line to update the picklist field
- D.** A Price Rule with the Calculation Event of On Initialization to update the picklist field

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 23

Which type of Discount Schedule would you select if you wanted a blended discount rate applied across all units?

- A. Range
- B. Block
- C. Slab
- D. Markup

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 24

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

- A. Ensure the Quote's Account lookup is populated.
- B. Check the Quote's Primary checkbox for a value of True.
- C. Ensure the Opportunity's Primary Quote lookup is populated.
- D. Ensure the Quote's Opportunity lookup is populated.
- E. Check the Quote's Primary checkbox for a value of False.

Answer: A,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 25

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Allowed and Configuration Event to Add.
- B. Set the Configuration Type to Allowed and Configuration Event to Always.
- C. Set the Configuration Type to Disabled.
- D. Set the Active checkbox on Reconfigure Line Custom Action to False.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

Universal Containers has developed a new subscription Product that will replace another subscription Product.

The admin needs to ensure:

- * Only the new Product can be added to new Quotes.
- * Contracts with the old Product can be amended.
- * Renewals will be created with the replacement Product.

Which two actions should the admin take to meet the requirements?

Choose 2 answers

- A. Uncheck the Active field on all Price Book entries for the old Product.
- B. Make the Product unavailable by unchecking the Active field on the old Product.
- C. Update the SBQQ__Product__c field on the Subscriptions that need to be renewed.

D. Set the Renewal Product field on the old Product to lookup to the new Product.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

A. Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.

B. Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.

C. Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.

D. Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the Line Editor Field Set on the Quote Line object

What does the admin need to do so the sales reps can search Campaign records in the Quote Line Editor without seeing a warning message?

A. Add the name of the lookup field into the Line Editor Field Set on the Quote object.

B. Create a twin field on the Campaign object using the same API name as the lookup field.

C. Add the lookup field to the Quote Line page layout.

D. Create and populate a Field Set on the Campaign object named CPQ_Lookup.

Answer: **D** ([LEAVE A REPLY](#))

NEW QUESTION: 29

Universal Containers wants to create a new product that will be sold as part of a bundle.

The product should be priced as 10% of all components' net total price and carry a term of 12 months.

The Product has been configured as such:

Which product and option configuration will attain the required pricing?

A:

B:

C:

D:

- A. Option D
- B. Option C
- C. Option B
- D. Option A

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 30

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step? Choose 2 answers

- A. Smart Approvals can exclude group members below the approval threshold.
- B. Approval must be obtained from one group member at a time.
- C. All group members must approve.
- D. Any group member may approve.

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 31

Upon renewal of a Contract, a user has reported that bundles are being created without preserving the structure This leads to validation errors and unwanted price changes. The admin has identified that Preserve Bundle Structure is set to FALSE on a system generated Contract record.

What should the admin do to prevent this Issue from happening In the future?

- A. Set Preserve Bundle Structure to TRUE on existing Account Records, and change the default field value on the Contract object to TRUE.
- B. Set Preserve Bundle Structure to TRUE on existing Contract Records, and set field level security for Preserve Bundle Structure on the Contract object to only be editable by System Admins.
- C. Set Preserve Bundle Structure to TRUE on existing Account Records, and update the Re-evaluate Bundle Logic on Renewals setting in the Installed Package Settings to TRUE.
- D. Set Preserve Bundle Structure to TRUE on existing Contract and Account Records, and update the Preserve Bundle Structure setting in the Installed Package Settings to TRUE,

Answer: ([SHOW ANSWER](#)**)**

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NEW QUESTION: 32

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 sales 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?

A. 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

B. 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.

C. 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

D. 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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 33

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?

A. Set Visible to false for relevant Profiles on the field-level security for the margin field.

B. Remove the margin field from the Quote Line Editor Field Set for relevant Roles.

C. Remove the margin field from the Quote Line Editor Field Set for relevant Profiles.

D. Set Visible to false for relevant Roles on the field-level security for the margin field.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 34

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?

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 35

Universal Containers has quotes that have multiple Quote Lines for the same Product. They require all Products with the Product Name to be combined and summed into one line on the Quote Document. How should the Admin set up the Quote Template to meet this requirement?

- A.** Set the Group Field to be Product.
- B.** Set the Sub Group Field to be Product
- C.** Set the Total Field to be Net Total.
- D.** Set the Roll up Field to be Product.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 36

Universal Containers Sells a monthly subscription service with tiered pricing:
Which two pricing configurations meet these requirements?

Choose two answers

- A.** List pricing with lookup price Rule
- B.** Block pricing with overage
- C.** Block pricing with range Discount Schedule
- D.** Block pricing with slab Discount Schedule
- E.** List pricing with slab Discount Schedule

Answer: B,D ([LEAVE A REPLY](#))

NEW QUESTION: 37

Universal Containers has five Products.

The Percent of Total Category field for the Warranty Product Is null.

What would the Warranty"s List Unit Price be If all Products are added to a Quote with a Quantity of 1?

- A.** \$25.00
- B.** \$35.00

C. \$15.00

D. \$50 00

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 38

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

A. Keep Bundle Together

B. Visualize Product Hierarchy

C. Enable Product Option Drawer

D. Preserve Bundle Structure

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 39

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

A. The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.

B. One or more Price Condition records use a formula that references a non-CPQ object field.

C. The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.

D. One or more Price Condition records have a lookup to a Summary Variable.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 40

An Admin created a picklist field on the Product Option object called Picklist123__c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123__c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123__c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

A. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.

B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.

C. Create a Workflow Rule that updates the Product Option field upon entering configuration.

D. Create field Picklist123__c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 41

Universal Containers wants to create a new product that will be sold as part of a bundle.

The product should be priced as 10% of all components' net total price and carry a term of 12 months.

The Product has been configured as such:

Which product and option configuration will attain the required pricing?

- A.**
- B.**
- C.**
- D.**

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 42

The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product A. the item the customer purchased previously'

- A.** Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.
- B.** Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.
- C.** Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- D.** Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 43

An Admin wants to generate one Asset record for each Quantity of a new Product.

Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- A. Set the Account field Renewal Model to Asset Based.
- B. Set the Product field Asset Conversion picklist to One per Unit.
- C. Set the CPQ Package setting Renewal Model to Asset Based.
- D. Set the Product field Asset Amendment Behavior picklist to Allow Refund.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 44

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?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 45

Universal Containers requires Quotes above a certain quantity threshold to be approved by the regional logistics manager. A custom object defines all regions and managers. Each Quote is automatically related to its region and its manager.

How should the admin leverage Advanced Approvals to meet the requirement?

- A. Create an Approval Rule and use the Approver Field picklist to dynamically assign the Approval to the Regional Manager.
- B. Create an Approval Rule for each Region and select the Regional Manager in the Approver lookup field.
- C. Create an Approval Chain with an Approval Rule for each Regional Manager lookup field.
- D. Create an Approval Chain and use the Approver Field to dynamically assign the Approval to the Regional Manager.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 46

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

- A. CPQ Quote Line object
- B. Core Salesforce Quote object
- C. Opportunity object
- D. CPQ Quote object

Answer: C ([LEAVE A REPLY](#))

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NEW QUESTION: 47

A sales rep at Universal Containers is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of \$600, a Quantity of 10, and a Subscription Term of 24 months. Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription in its place.

Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to cr

- A. -\$350
- B. -\$2,500
- C. -\$250
- D. -\$3,500

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 48

Universal Container has four price-rules, each with differing Calculator Evaluations Event and Evaluation Orders.

Which rule will evaluate first?

- A. Rule C with Evaluation Order of 20, and Calculator Evaluation Event of Before Calculate
- B. Rule D with Evaluation Order of 5, and Calculator Evaluation Event of on Calculate
- C. Rule B with Evaluation Order of 20, and Calculator Evaluation Event of On initialization
- D. Rule A with Evaluation Order of 10, and Calculator Evaluation Event of Before Calculate

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 49

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?

- A.** Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- B.** Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- C.** Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- D.** Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 50

A user created a Quote containing two Products. The Subscription Pricing field on Product A is blank. Product B has Subscription Pricing set to Percent of Total and both Products share the same Percent of Total Category. When the Contract is renewed, both Products are shown in the renewal Quote, but Product A has a Net Total of zero.

Why does Product A have a Net Total of zero?

- A.** Include Net-New Products in Maintenance must be flagged in CPQ Package settings.
- B.** Renewal Model was set to Asset Based at the Account Level.
- C.** The Asset Conversion behavior on the Product must be set to Allow Renewals.
- D.** Product A is an Asset that the customer already owns.

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 51

"An Admin has created a Quote Template record and has set the Group Field field to SBQQ__Optional__c. When a User attempts to preview the output document using this Quote Template, this error appears: ""Invalid conversation from runtime type Boolean to String."" Why is this error occurring?

- A.** The user did not create any groups on the quote.
- B.** SBQQ__Optional__c is not a Quote Line field.
- C.** SBQQ__Optional__c is not a text field."
- D.** The user did not mark any products as ""optional.""

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval.

How can the admin meet this requirement?

- A.** Using Advanced Approvals, place the Preview Approval button on the Quote page layout.
- B.** Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.
- C.** Using Native Approvals, build a custom button to display the approval matrix to users.
- D.** Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 53

The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows: Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- A.** For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- B.** For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True
- C.** For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.
- D.** For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 54

UC wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of that variable that represents the translatable static text in Template Content?

- A.** {\$Data.VariableName}
- B.** {IText.VariableName}
- C.** {IData.VariableName}
- D.** {SText.VariableName}

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 55

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level.

What should the admin do to limit the options in the bundle that are displayed to the user when a service level is selected?

- A.** Create a filter Product Rule that uses a Lookup Query and shows the relevant Product Options for the selected service level.
- B.** Create a validation Product Rule that uses a Lookup Query to a custom object and shows a message to the user when an inconsistent option is selected.
- C.** Create a Price Rule that uses a Lookup Query and sets the quantity to zero for any Product Options that are mismatched with the selected service level.
- D.** Create a selection Product Rule that uses a Lookup Query to a custom object and shows or hides Product Options based on the service level.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 56

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

- A.** The Quote Line's Product has Pricing Method set to Block.
- B.** There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.
- C.** The Quote Line is on an amendment Quote and has a different Quantity from its original Quote Line.
- D.** The Quote Line's Product has Asset Conversion set to One Per Unit.

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 57

An Admin has pasted the Salesforce ID of an image into the Watermark ID field of a Quote Template, but the watermark image is absent from the rendered Document.

What is preventing the watermark from appearing?

- A.** The Watermark Shown Quote field is unchecked.
- B.** The image file type is PNG.
- C.** The Quote's Status field is equal to Approved.
- D.** The Opportunity's Stage field is equal to Closed/Won.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 58

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

- A.** Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.
- B.** Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.
- C.** Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.
- D.** Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 59

When amending a contract, users have reported that the net pricing of some products is Incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted.

What is the likely cause?

- A.** The products' Pricebook Entry prices were changed after the Contract was generated.
- B.** The products have a Discount Schedule and Cross Order Is unselected.
- C.** The Renewal Price and the Net Price on the Upgraded Subscriptions are different values.
- D.** The Use Legacy Amend/Renew Service is TRUE in the package settings.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 60

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.

In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

- A.** Create an additional Line Items section without the Monthly Price field.
- B.** Create a custom formula Indicating if the Payment Terms are Net 30.
- C.** Include Monthly Price in the Quote Line Editor Field set.
- D.** Set the Conditional Print Field on the Line Column record.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 61

An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer's product catalog. Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

- A. On the Configuration Attribute, "Hidden" is selected.
- B. On the Configuration Attribute, "Apply to Product Options" is not selected.
- C. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- D. A selection rule is being used to hide a configuration attribute value.
- E. The user chose a configuration attribute value that cannot be mapped.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 62

A user renewing a Contract that was uploadad during a data migration. Thare is no Opportunity or Quote associated to the Contract. Aftar renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect. What should the admin do to resolve this issua?

- A. Associate an Order with the correct Price Book to the Contract before ranewing.
- B. Populate the Opportunity or Quota Price Book Id field on tha Contract.
- C. Build Automation to automatically populate the correct Price Book on tha Renewal Quote.
- D. Popuiata the Ranewal Pricebook ID field on the Contract.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 63

An admin has created their first two Search Filters, One filter is based on Product Code and Hidden = FALSE. The other filter is based on Product Family and Hidden + TRUE. If the admin leaves Product Code, product Name, and product Family in the Search Filters field set, what appears in the filter pane?

- A. Only Product Name and Product Code appear.
- B. Product Code appears twice; product Name and product Family appear once.
- C. Product Code appears twice; product Name appears once
- D. Only Product Code appears.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 64

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

How should the admin meet this requirement?

- A. Set the Product's Default Pricing Table to Standard.
- B. Set the Price Dimension's Type to One-Time.
- C. Set the Display Order of the Desegment Line action to 1,
- D. Create a Quote formula field named StartSegmented__c that returns 0.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 65

At Universal containers, the fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appears on one contract.

What are two ways the CPQ Specialist can meet these requirements? Choose 2 answers

- A. Set Order Product Date to Today when the record is created using Process Builder.
- B. Set package Default Order Start Date to Today.
- C. Set package Contracting Method to Single Contract.
- D. Set Contracting Method on the Order to single Contract.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 66

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?

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

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 67

"Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature. Which configuration is valid for displaying the attributes?

- A. Above or below all features in the bundle.
- B. Above or below all product options in the feature.
- C. Above or below the feature in the bundle.

D. Above all product options in the feature."

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 68

Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually? Choose 2 answers

- A. Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- B. Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.
- C. Create a workflow rule to check the Evergreen checkbox on the generated contract.
- D. Set the product up to use the Renewable value in the Subscription Type field.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 69

Universal containers has a bundle with two Product Features: Standard Treatments feature with Option Selection Method set to Dynamic, and a Custom Treatment feature. The Standard Treatments feature filter for products that are tagged Standard. If a user selects any option from Custom Treatments, selecting options from Standard Treatment is prohibited.

Which two steps can the Admin take to resolve the issue?

- A. Create an exclusion Option Constraint rule that disables Standard Treatment option when constrained by Custom Treatment options.
- B. Create a filter product Rule that excludes all products on the standard treatment feature when Custom Treatment options are selected.
- C. Create a selection Product Rule that removes all Standard Treatment options when custom treatment options are selected.
- D. Create a selection Product Rule that hides all Standard treatment options when custom Treatment options are selected.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 70

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?

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

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 71

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule. Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A.** An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- B.** An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.
- C.** An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- D.** An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 72

Universal Containers (UC) sells the same Extended Warranty product to customers in three different industry segments: Commercial, Enterprise, and Education. The list price depends on the customer segment. Product pricing can change frequently within each segment. How should the admin set up the Product and Price Book to apply the correct pricing, and the pricing team can easily update pricing?

- A.** Three Product records with three Price Books should be set up for each industry segment.
- B.** One Product record should be set up with a Price Dimension representing each industry segment.
- C.** Three Product records should be set up with multiple price book entries on a single Price Book.
- D.** One Product record should be set up with three Price Books, one for each industry segment.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 73

Admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are not to correctly map between Quote Lines and Product Options.

Which setup ensure this condition is met?

- A.** On the Configuration Attribute, Attribute, Apply to product Options is False.
- B.** On the bundled parent, Apply to product option is False
- C.** On the child options, Apply Immediately is False and Apply Immediately Context is Always.
- D.** On the Configuration Attribute, Auto-Select is False.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 74

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- A.** Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- B.** Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- C.** Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- D.** Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 75

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?

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

Answer: C,D ([LEAVE A REPLY](#))

NEW QUESTION: 76

User A at Universal Containers has an active quote with Company A. Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting.

An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- A. The User must press Refresh Prices to see the effect.
- B. The quote line for this product has Non Discountable checked.
- C. The contracted price is only applied when adding a product.
- D. The User must set Allow Contracted Prices on their quote.

Answer: C ([LEAVE A REPLY](#))

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NEW QUESTION: 77

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?

- A. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- B. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- D. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 78

In order to apply a filter to the results of a dynamic bundle, admins must create a supporting:

- A. Product Option

- B. Custom Action
- C. Price Rule
- D. Product Rule

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 79

The Admin at UC is creating a bundle and has a requirement for a Product Option to be unavailable for selection when certain conditions exist. The User should still see the Product Option, but should not be able to select it.

If a Product Rule is created to meet this requirement, what should the Type of the Product Action be?

- A. Disable
- B. Remove
- C. Hide and Remove
- D. Disable and Remove

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 80

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?

- A. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- B. 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.
- C. A value of 10 should be added to the Max Options field on the feature record.
- D. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 81

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

- A. Set the Price Dimension's Type to One-Time.
- B. Set the Display Order of the Desegment Line action to 1.
- C. Create a Quote formula field named StartSegment_c that returns 0.
- D. Set the Product's Default Pricing Table to Standard.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 82

Universal Container (UC) sells containers in three sizes. The admin has created a bundle product for the containers which product Option for different size lids. The Admins has also created a Configuration Attribute called Container Size with three different values. When a user selects a particular size container in the Configuration Attribute, only the lid for that size container should be available for selection. An Admin has created a lookup table to capture which Product Option are valid for each container size.

Which steps should the Admin take using a product Rule to ensure only the lids of the correct size sold with each container?

A. Create a Product Rule of type Alert.

Create a Lookup Query which compares the configuration Attribute values to the lookup table and wants the user from saving without selecting the valid option.

B. Create a Product rule of type validation.

Create a Lookup Query which compares the Configuration Attributes values to the lookup table and prevents the user from saving without selecting the valid option.

C. Create a Product Rule of type Selection.

Create a Lookup Query which compares the Configuration Attribute values to the lookup table and select the valid option.

D. Create a product Rule of type Selection.

Create a Lookup Query which compares the Configuration Attribute values to the lookup table and select the valid option.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 83

"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?

A. Allowed

B. Required

C. Configurable

D. None

E. Disabled

Answer: A,B,D ([LEAVE A REPLY](#))

NEW QUESTION: 84

Which two events occur immediately after finishing product selection and before the user clicks the Save or Calculate buttons in the Quote Line Editor?

Choose 2 answers

A. Executes Price Rules where the value in the Event field is After Calculate.

B. Syncs Opportunity Products from the added Quote Line.

C. Executes Price Rules where the value in the Evaluation Scope field is Configurator.

D. Loads related records, such as products and options.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 85

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. Custom Price and Custom Price Type
- B. List price and List Price Type
- C. Special Price and Special Price Type
- D. Regular Price and Regular Price Type

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 86

Universal Containers' users are able to generate Quote Documents and navigate to all Quote Document records in the org. These users ^re unable to use the View button on documents created by another user.

How should the admin ensure that users are able to view these documents by default?

- A. View All permissions should be granted on the Quote Document object.
- B. View All permissions should be granted on the standard Document object.
- C. A workflow rule should be used to change the Document Folder field on the Quote object.
- D. The Document Folder chosen in package settings must be visible to all users.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 87

How should an Admin enable renewal uplift on an Account?

- A. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- B. Update the Markup (%) field on the Renewal Quote.
- C. Change the Renewal Pricing Method to Same on the Account.
- D. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 88

"UC offers Container B as one of the configurable options of Container A.

Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A.** Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- B.** Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."
- C.** Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- D.** Create a bundle with Container B and options X, Y, and Z as product options for Container A.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 89

An Admin has created a new bundle, and a Product Rule associated with it. Universal Containers want the Product Rule to fire within this specific bundle. Which is a valid setup for the Configuration Rule?

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

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 90

Universal Containers sells a monthly subscription service with tiered pricing:
Which pricing method should the Admin Select for this service?

- A.** List
- B.** Block
- C.** Segmented
- D.** Tiered

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 91

An Admin has set up option constraints in the Universal Container sandbox where Product A depends on the selection of Product B.

During testing, it is determined that Product A can be selected regardless of whether Product B has been selected or not. Why is this happening?

- A.** Product B was set up as the Constraining Option.
- B.** The Option Constraint has not been activated.
- C.** The Option Constraint was set up with type "Dependency."
- D.** Product A was set up as the Constrained Option.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 92

Which is not a pro-rate precision option (in the Package Settings)?

- A. Day
- B. Month + Week
- C. Month + Day
- D. Month

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 93

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?

- A. Evaluation Scope = Calculator
Calculator Evaluation Event = Edit
- B. Evaluation Scope = Configurator
Configurator Evaluation Event = Edit
- C. Evaluation Scope = Configurator
Configurator Evaluation Event = Save
- D. Evaluation Scope = Calculator
Calculator Evaluation Event = Save

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 94

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?

- A. Asset Conversion: One Per Line
- B. Subscription Type: One-Time

- C. Subscription Price: List Price
- D. Asset Conversion: One Per Unit

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 95

An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and be listed in a Line Item Column in the output document.

On which objects will the admin need to create the Configuration Attribute X custom field to meet this requirement?

- A. Configuration Attribute and Quote
- B. Product Option and Quote Line
- C. Product Option and Quote
- D. Configuration Attribute and Product Option

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 96

Universal Containers (UC) sells Product A with a tiered pricing model using a Discount Schedule with three discount tiers. UC signed an agreement with a client, ACME Tools, that gives the client a 50% discount on Product A with a flat rate for the next calendar year, overriding the current Discount Schedule. Which set of actions would meet these requirements?

- A. Create a Discount Schedule with a single Discount Tier at 0% discount and associate it with a Contracted Price giving 50% discount to Product A on the ACME Tools Account record.
- B. Create a Product Rule that clears the Discount Schedule and injects 50% into the Additional Discount field on the Quote Lines for Product A when the Account associated with the Quote is ACME Tools.
- C. Create a Price Book specific to ACME Tools with a Price Book entry at half the price for Product A and create a Workflow Rule that assigns this Price Book to all Opportunities for ACME Tools.
- D. Create a Price Rule that applies the 50% discount to the List Price and inserts it into the Customer Price field on the Quote Line when the Account associated with the Quote is ACME Tools.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 97

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?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

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?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 99

The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B it is automatically selected when the User selects Product A.

The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?

- A.** Set Apply Immediately to True on Product record for Product B.
- B.** Set Apply Immediately to True on Product record for Product A.
- C.** Set Apply Immediately to True on Product Option record for Product A.
- D.** Set Apply Immediately to True on Product Option record for Product B.

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 100

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.

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

Choose 2 answers

- A. The Active checkbox should be set to True.
- B. Check Prior purchases should be set to False.
- C. type should be dependency.
- D. Option Constrain Group should be populated.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 101

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100 What is the Prorated List Unit Price for the Quote Line?

- A. USD 116.67
- B. USD 100.00
- C. USD 125.00
- D. USD 118.31

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 102

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- C. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- D. Set Next Automated Approver Determined By to Manager on the Approval Process.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 103

Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100.

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

- A. Create a Price Book Entry of \$0 for the product.
- B. Set the Price Book Entry custom field Percent_of_Total_Target_c to \$100.
- C. Create a Price Book Entry of \$100 for the product
- D. Set the product's Percent of Total Constraint field to List price is minimum.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 104

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D.

When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

A.

Set the Discount Schedule on Product Feature A and mark the "Cross Products: Checkboxes" as TRUE.

B.

Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkboxes as FALSE

C.

Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkboxes as TRUE

D.

Set the Discount Schedule on Product Feature A and mark the "Cross Products" Checkboxes as FALSE.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 105

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A. All Products with Price Book Entries in all Active Currencies.
- B. All Products with Price Book Entries with a positive Price.
- C. All Products with Price Book Entries in the Opportunity/Quote Currency.
- D. All Products with Price Book Entries when Dated Exchange Rates are enabled.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 106

Universal Containers has Products that should only be selected as part of a bundle How should the admin configure CPQ so users are unable to add this Product outside of a bundle?

- A. Ensure that the Configuration Event field on the Product is set to Always.
- B. Ensure that the Component checkbox on the Product is set to TRUE.
- C. Create a Product Rule with a Remove action when the Product is sold a la carte.
- D. Remove the Product's Price Book Entry, then set Unit Price on the Product Option record.

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 107

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. After Calculate
- B. On Calculate and After Calculate
- C. Before Calculate and On Calculate
- D. On Calculate

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 108

The Admin at Universal Containers is setting up permissions for internal sales Users. In addition to assigning the Salesforce CPQ User permission set, for which objects do the Users need Read, Create, Edit, Delete permissions?

- A. Quote, Quote Line, Quote Line Group, Quote Document
- B. Price Rule, Price Action, Price Condition, Lookup Query
- C. Discount Category, Discount Schedule, Discount Tier, Term Schedule
- D. Quote Template, Template Content, Template Section, Line Column

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 109

Using Bundles allows you to have multiple price books on an opportunity.

- A. True
- B. False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 110

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?

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: ([SHOW ANSWER](#))

NEW QUESTION: 111

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

A. There are Quote Line Groups related to Quote A.

B. Bundles on Quote A contain a Configuration Attribute designating location.

C. Template Section with Template Content of Line Items type has a value in Group Field.

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

Answer: ([SHOW ANSWER](#))

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