Free Questions for CPQ-301 by actualtestdumps

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Question 1

Question Type: MultipleChoice

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?

Options:

A) Set the Product's Default Pricing Table to Standard.

B) Create a Quote formula field named StartSegmented__c that returns 0.

C) Set the Display Order of the Desegment Line action to 1,

D) Set the Price Dimension's Type to One-Time.

Answer:

D

Question 2

Question Type: MultipleChoice

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 UC's Price Books'

Options:

A) Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific -USD, Europe - EUR, Europe - GBP).

B) Create three Price Books, one for each region (America, Asia Pacific, Europe).

C) Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia Pacific.

D) Create three Price Books, one for each currency (USD, EUR, GBP).

Answer:

C

Question 3

Question Type: MultipleChoice

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

Options:

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

B) Loads related records, such as products and options.

C) Syncs Opportunity Products from the added Quote Line.

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

Answer:

A, C

Question 4

Question Type: MultipleChoice

On which two objects can an admin assign a Configuration Field Set to change the columns that are visible during configuration?

Choose 2 answers

Options:

A) Products

B) Option Constraints

C) Product Options

D) Product Features

Answer:

C, D

Question 5

Question Type: MultipleChoice

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

Options:

A) The Approval Chain with the lowest Approval Step is completed first.

B) The Approval Chains are completed in the order displayed on screen.

C) The Approval Chains start at the same time and are completed independent of other chains.

D) The Approval Chain with the lowest Final Approval Step value is completed first.

Answer:

D

Question 6

Question Type: MultipleChoice

Universal Containers (UC) wants to display Quote Lines by Product Family within separate tables on the Quote Document. Furthermore, UC wants to group Quote Lines within the tables by Subscription or Non-Subscription based on a custom Product Type Quote Line field.

How can UC set up the configuration on the Quote Template to meet this requirement?

Options:

A) Define Product Type as the Group Field value and define Product Family as the Sub Group Field value on the Quote Template record.

B) Set up a custom field on Quote Line to concatenate the Product Family and Product Type field, and define the custom field as the Group Field value on the Quote Template record.

C) Set up Solution Groups for each Product Family and define Product Type as the Group Field value on the Quote Template.

D) Select Product Family as the Group Field value and define Product Type as the Sub Group Field value on the Quote Template record.

Answer:

D

Question 7

Question Type: MultipleChoice

The admin at Universal Containers has set up a Price Dimension on its Service Warranty subscription product with the Type of 'Monthly'.

What is the expected outcome when the Service Warranty product is added to a Quote with a Subscription Term of six months?

Options:

A) One Quote Line is generated with pricing prorated for one month.

B) One Quote Line is generated with pricing prorated for six months.

C) Six Quote Lines are generated each with pricing prorated for one month.

D) Six Quote Lines are generated each with pricing prorated for six months.

Answer:

C

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