



Free Questions for CPQ-301 by certscare

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Question 1

Question Type: MultipleChoice

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirements?

Options:

- A-** Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- B-** Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- C-** Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePricebookId__c on the Opportunity.
- D-** Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

Answer:

D

Question 2

Question Type: MultipleChoice

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

Options:

- A- Product
- B- Contract
- C- Expiration Date
- D- Discount
- E- Effective Date

Answer:

A, C, D

Question 3

Question Type: MultipleChoice

Universal Containers uses over 45,000 different container Product records with CPQ. When a sales rep views the Add Products page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ specialist enable this functionality from the Salesforce CPQ managed package configuration settings?

Options:

- A-** Check the Solution Groups Enabled checkbox, set Object to Quote Line, and set Name Field to Product Family.
- B-** Add the Product Family field to the Search Results Field Set on the Product object.
- C-** Select Product Family in the Product Search Plugin field in Plugins.
- D-** Select Product Family in the Product Results Group Field Name field In Additional Settings.

Answer:

D

Question 4

Question Type: MultipleChoice

Cloud Kicks (CK) has recently phased out Product Option X and is no longer actively selling it to new customers. New customers can sign up for the current Product Option Y Instead.

Management has decided that CK will also migrate existing contracts to this new product version at renewal.

Which steps should the admin take to achieve this?

Options:

- A-** Update the Renewal Product field on the Product and Product Options, and set the Renewal Forecast checkbox to TRUE on the Contract record.
- B-** On the Subscription record, change the Product Lookup to refer to the new version of the Product.
- C-** Leverage a Selection Product Rule to remove the old Product, and automatically add the new Product.
- D-** Use a Price Rule to swap the Product Lookup on Quote Line when a Renewal Quote Line is generated.

Answer:

A

Question 5

Question Type: MultipleChoice

How should the admin ensure Universal Containers' users can generate output documents in Microsoft Word format?

A, Set the Allow Output Format Change checkbox on the Quote Template.

Options:

B- Set the Allow Output Format Change checkbox on each user in User Settings.

C- Create a second Quote Template in Microsoft Word format.

D- Create duplicate Template Sections in Microsoft Word format.

Answer:

B

Question 6

Question Type: MultipleChoice

Universal Containers has four Price Rules with different Calculator Evaluation Events and Evaluation Orders.

Which rule will evaluate first?

Options:

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

Answer:

D

Question 7

Question Type: MultipleChoice

Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin field has been created on the Asset record. UC contracts from the Order.

When leveraging the twin field functionality to pass this

Information to the Asset record, on which object should the admin create a twin field?

Options:

- A- Product Option
- B- Order Product
- C- Opportunity Product
- D- Quote Line

Answer:

D

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