



Free Questions for CPQ-301 by dumpshq

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Question 1

Question Type: MultipleChoice

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?

Options:

- A) Constrained Option
- B) Dependent Option
- C) Required for Option
- D) Selected Option

Answer:

A

Question 2

Question Type: MultipleChoice

Universal Containers offers a 50% customer discount promotion this month for Product

Options:

A) The Admin decides to use a Price Rule to enable this promotion.

Which set of Price Actions Should the Admin create on this Price Rule?

A) One Price Action to inject 50 in the SBQQ__Discount__c field on the Quote Line and one Price Action to inject a blank value in the SBQQ__AdditionalDiscountAmount__c field on the Quote Line.

B) One Price Action to inject 0.5 "SBQQ__OriginalPrice__c in the SBQQ__SpecialPrice__c field on the Quote Line and one Price Action to inject the text "Custom" in the SBQQ__SpecialPriceType__c field on the Quote.

C) One Price Action to inject 0.5 in the SBQQ__CustomerDiscount__c field on the Quote Line and one Price Action to inject a blank value in the SBQQ__CustomerDiscountAmount__c field on the Quote Line.

D) One Price Action to inject 50 in the SBQQ__Discount__c field on the Quote Line.

Answer:

A, A

Question 3

Question Type: MultipleChoice

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 requirements from the customer. When UC amends the Contract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote.

Why is bundle excluded in the Amendment Quote?

Options:

- A)** The sales user neglected to select the Preserve Bundle structure field on the Contract.
- B)** The bundled Product is excluded from the amendment because it lacks an Asset or a Subscription.

- C) By default, bundled Assets and Subscriptions are excluded in Amendment Quotes.
- D) The sales user must use the Amend Assets field on the Account to amend a Contract which contains Assets.

Answer:

C

Question 4

Question Type: MultipleChoice

Universal Containers has a bundle with required Product Options. After the bundle is selected, the user should bypass the configuration process.

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

Options:

- A) Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Bundled on the Product Options.
- B) Set the Configuration Event field on the bundle Product to be Required, and select the checkbox for Required on the Product Options.
- C) Set the Configuration Event field on the bundle Product to be Allowed, and select the checkbox for bundled on the Product Options.

D) Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Required on the Product Options.

Answer:

A

Question 5

Question Type: MultipleChoice

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D. Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2. The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021. The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021. Which two methods could the user apply individually to meet the requirement? Choose 2 answers

Options:

- A)** Change the Subscription Term on the Quote Lines for C and D to the value 18.
- B)** Change the End Date on Quote Line Group 2 to December 3, 2021.
- C)** Change the End Date on the Quote Lines for C and D to December 3, 2021.

D) Change the Subscription Term on Quote Line Group 2 to the value 18.

Answer:

B, D

Question 6

Question Type: MultipleChoice

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original

Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

Options:

A) The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = True

The Contract's Renewal Quoted = True

B) The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = False

The Contract's Renewal Quoted = False

C) The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = False

The Contract's Renewal Quoted = True

D) The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = True

The Contract's Renewal Quoted = False

Answer:

C

Question 7

Question Type: MultipleChoice

An Admin has set up a Quantity Editable Product. The user can add the product to the Quote and adjust the Quantity on the Quote Line. When the user navigates to the Opportunity and inspects to the Opportunity

Product, the user only sees the Quantity on 1 on the Opportunity Product.

What are two reasons why the Opportunity Product record has a Quantity of 1? Choose 2 answers

Options:

- A) The Product has an associated Slab Discount Schedule.
- B) The Product's Default Quantity field value is equal to 1.
- C) The Product's Pricing Method field value is equal to Block.
- D) The Product is associated to a Product Option with the Type field value equal to Component.

Answer:

C, D

Question 8

Question Type: MultipleChoice

What does ApprovalsArchived__c need to return to properly archive approval records?

Options:

- A) True
- B) False
- C) 1
- D) 0

Answer:

C

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