



Free Questions for CPQ-301
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Question 1

Question Type: MultipleChoice

Universal Containers (UC) has an upcoming user conference that UC wants to promote to its customers. The admin has created a Product Selection Rule to automatically add a Conference Pass Product to all new Quotes. When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

Options:

- A- The user selects a Configuration Attribute value for a Product.
- B- The user selects a Product for the Quote.
- C- The user calculates a Quote.
- D- The user saves the Quote.

Answer:

D

Explanation:

In Salesforce CPQ, Product Selection Rules automatically add products to a Quote based on defined conditions. These rules typically evaluate and execute when the Quote is saved, as this triggers the full application of rules and updates to the Quote Lines. Option D aligns with this behavior---saving the Quote ensures the Conference Pass is added. Option A (Configuration Attribute selection) relates to configurator actions, not quote-level rules. Option B (Product selection) triggers option-specific rules, not quote-wide additions. Option C (Quote calculation) updates pricing, not product additions. Salesforce CPQ documentation confirms rule execution on save.

Question 2

Question Type: MultipleChoice

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500

\$8,600 plus \$7 per unit above 1,000

Which pricing method should the admin select for this service?

Options:

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



Answer:

B

Explanation:

Tiered pricing in Salesforce CPQ applies a cumulative price where each tier has a marginal rate (e.g., \$9 per unit above 100). This matches the scenario: \$1,000 for 0-100 units, then \$9/unit for 101-500, \$8/unit for 501-1,000, and \$7/unit above 1,000, building on the prior tier's total (e.g., \$4,600 at 500). Option B (Tiered) supports this incremental pricing model. Option A (Block) uses fixed prices per range, not cumulative rates. Option C (Segmented) isn't a standard CPQ pricing method. Option D (List) applies a flat unit price, ignoring tiers. Salesforce CPQ documentation defines Tiered pricing for this use case.



Question 3

Question Type: MultipleChoice

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract. The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of the three quote lines and subscriptions for the below transactions:

* The original sale

- * The first amendment
- * The second amendment

Options:

- A- Quote Line: 100, 80, 120, Subscription: 100, 80, 120
- B- Quote Line: 100, 80, 120, Subscription: 100, -20, 40
- C- Quote Line: 100, -20, 40, Subscription: 100, -20, 40
- D- Quote Line: 100, -20, 40, Subscription: 100, 80, 120

Answer:

B

Explanation:

In Salesforce CPQ, amendments adjust subscription quantities incrementally. The original sale (Quote Line and Subscription) is 100. The first amendment reduces to 80, a decrease of 20, so the Quote Line is 80 (absolute), and the Subscription delta is -20 (reflecting the change). The second amendment increases to 120, an increase of 40 from 80, so the Quote Line is 120, and the Subscription delta is 40. Subscription quantities in amendments show the net change (-20, 40) rather than absolute values (80, 120), aligning with CPQ's amendment mechanics. Option B correctly reflects this: Quote Lines (100, 80, 120) show user-facing totals, while Subscriptions (100, -20, 40) show deltas. Salesforce CPQ documentation explains this behavior in amendment scenarios.

Question 4

Question Type: MultipleChoice

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses | Price

1-5 | \$1,000

6-10 | \$1,800

11-20 | \$3,000

21-50 | \$5,000

50+ | \$8,000

Which three steps should the admin take to set up this pricing? (Choose 3 answers)

Options:

- A- Set Pricing Method to Block on the Product record.
- B- Set Non Discountable to True on the Product record.
- C- Set Pricing Method to Fixed Price on the Product record.
- D- Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- E- Create Block Pricing records on the Product for each quantity tier with a different price for each tier.

Answer:

A, B, E

Explanation:

Block pricing in Salesforce CPQ is used when a fixed price applies to a quantity range, as in this tiered pricing scenario (e.g., \$1,800 for 6-10 licenses). Option A sets the Pricing Method to 'Block' on the Product, enabling this model. Option E involves creating Block Pricing records for each tier (e.g., 1-5 = \$1,000), defining the fixed prices. Option B (Non Discountable = True) ensures no further discounts apply, meeting the requirement. Option C (Fixed Price) applies a single price regardless of quantity, not tiered pricing. Option D (Slab Discount Schedule) is for percentage-based discounts, not fixed block prices. Salesforce CPQ documentation validates this setup for block pricing.

Question 5

Question Type: MultipleChoice

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. Which settings should be used on the Price Rule and product option to meet these requirements?

Options:

- A- Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- B- Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- C- Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option A is set to Apply Immediately
- D- Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option A is set to Apply Immediately

Answer:

A

Explanation:

To update Product Option B's quantity in real time when Product Option A is selected, a Price Rule must trigger dynamically in the configurator. Option A sets the Evaluation Scope to 'Configurator' (for real-time updates during configuration), the Configurator Evaluation Event to 'Edit' (triggering when edits occur), and 'Apply Immediately' on Product Option B (ensuring its quantity updates instantly). Option B (Calculator scope) applies during price calculation, not real-time configuration. Option C targets Product Option A's immediacy, but the rule must affect B's quantity. Option D combines Calculator scope with A's immediacy, missing the real-time configurator need. Salesforce CPQ documentation supports Configurator scope for real-time updates.

Question 6

Question Type: MultipleChoice

The admin at Universal Containers wants to add some Maintenance and some Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the admin set up the bundle to meet both requirements?

Options:

- A- Create two Product Features: Maintenance and Support. The Maintenance Feature will always display first, due to alphabetical ordering.
- B- Create two Product Features: Maintenance and Support. The Support Feature should have a

lower value in the Number field.

C- Create two Product Options: Maintenance and Support. The Support Option should have a lower value in the Number field.

D- Create two Product Options: Maintenance and Support. The Maintenance Option will always display first, due to alphabetical ordering.

Answer:

B

Explanation:

To display Maintenance and Support products in separate sections, the admin must create Product Features, as features define sections in the CPQ configurator. To control the order (Support above Maintenance), the 'Number' field on the Product Feature determines the sequence, with lower values appearing first. Option B correctly specifies two features (Maintenance and Support) and assigns a lower Number to the Support Feature, ensuring it displays above Maintenance. Option A relies on alphabetical ordering, which doesn't guarantee Support above Maintenance (e.g., 'M' precedes 'S'). Options C and D use Product Options, which don't create sections---only features do---and thus fail the separate-sections requirement. Salesforce CPQ documentation confirms feature ordering via the Number field.



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