



**Free Questions for CPQ-301 by certsinside**

**Shared by Myers on 20-10-2022**

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# Question 1

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## Question Type: MultipleChoice

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Universal Containers has recently begun to transition away from a handful of legacy products. These Products should be unavailable for selection on Quotes via CPQ to new or existing customers. The admin has deactivated the Products and disabled the Use Inactive Prices' package setting, but the Products continue to show up on new business Quotes that are submitted for approval.

What are two possible causes of this issue?

Choose 2 answers

### Options:

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- A- Users have saved the legacy products to their List of favorites.
- B- Users are cloning pre-existing Quotes that feature one or more of the legacy products.
- C- Search Filters are too broad and are returning legacy products.
- D- The Inactive legacy products have active Price Book Entries.

### Answer:

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C, D

## Question 2

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### Question Type: MultipleChoice

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A series of Quote Terms QT-0001 through QT-0005 should appear before a Line Items table. Quote Terms QT-0006 through QT-0007 should appear after the Line Items table.

What is the most efficient way to Implement this Quote Template?

#### Options:

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- A-** Create a Line Items table in rich-text format as a Quote Term record, representing each field in the table as a bulleted list under a separate header that represents the columns.
- B-** Create two Quote Terms and add a Line Items table in a single HTML type Template Content Record and connect the Quote Terms with the Template Content represented as HTML tables.
- C-** Create a Line Items table and two Quote Term type Template Content records to associate, and then set the order for each Quote Term with each Template Content record.
- D-** Create the Line Items table and Quote Terms as a required Additional Document related to the Quote Template, and then set the order for each document and mark as Required'.

#### Answer:

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C

## Question 3

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**Question Type:** MultipleChoice

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Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group for each location. UC wants to split orders by delivery location automatically.

How should the consultant meet the requirement?

### Options:

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- A-** Ensure the Order by Quote Line Group field is set to TRUE, and then click the Create Order button.
- B-** Set the Order By picklist field to the Location field on the Quote Line Group, and then set the Ordered field to TRUE.
- C-** Ensure the Order by Quote Line Group field is set to TRUE, and then set the Ordered field to TRUE.
- D-** Set the Order By picklist field to the value of SBQQ\_Group\_c, and then click the Create Order button.

### Answer:

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C

## Question 4

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**Question Type:** MultipleChoice

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Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product ramify Y by 10% upon renewal.

Which two action should the admin take to ensure CPQ applies the correct price uplift?

Choose 2 answers

### Options:

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- A- Fill in the Appropriate Renewal Uplift Rate on each Subscription record.
- B- Set the Renewal Pricing method on the Contract to Uplift
- C- Set the Renewal Pricing Method on the Account to Uplift.
- D- Fill in the appropriate Renewal Uplift Rate on each Quote Line record

### Answer:

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A, C

## Question 5

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**Question Type:** MultipleChoice

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

Choose 2 answers

### Options:

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

### Answer:

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A, D

## Question 6

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**Question Type:** MultipleChoice

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Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.

How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

### Options:

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- A-** Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- B-** Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFieldSetName on the Quote object that returns the appropriate field set the user's profile.
- C-** Create two field sets on the Quote Line object representing each profile, and create a text formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- D-** Create two field sets on the Quote Line object representing each profile, and create a text formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.

### Answer:

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C

## Question 7

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**Question Type:** MultipleChoice

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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:**

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- A- The Approval Chains start the same time and are completed independent of other chains.
- B- The Approval Chains are completed in the order displayed on screen.
- C- The Approval Chain with the lowest Approval Step is completed first.
- D- The Approval Chain with the lowest Final Approval Step value is completed first.

**Answer:**

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D



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