



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

**Shared by Clark on 29-01-2024**

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# Question 1

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## Question Type: MultipleChoice

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A user renewing a Contract that was uploadad during a data migration. There is no Opportunity or Quote associated to the Contract. Aftar renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect.

What should the admin do to resolve this issua?

### Options:

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- A- Associate an Order with the correct Price Book to the Contract before ranewing.
- B- Popuiata the Ranewal Pricebook ID field on the Contract.
- C- Populate the Opportunity or Quota Price Book Id field on tha Contract.
- D- Build Automation to automatically populate the correct Price Book on tha Renewal Quote.

### Answer:

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A

# Question 2

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**Question Type: MultipleChoice**

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Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field

to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

**Options:**

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- A-** Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- B-** Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C-** Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- D-** Create a custom Page Layout and add the custom Contract Name field to the layout.

**Answer:**

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C

**Question 3**

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**Question Type: MultipleChoice**

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Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle.

How should the Admin meet this requirement?

**Options:**

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**A-** Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

On the Product Option, set the Selected field to True.

**B-** Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

On the Product Option, set the System field to True.

**C-** Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.

Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.

On both Product Option records, set the Required field to True.

**D-** Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.

On the Product Option, set the Bundled field to True.

**Answer:**

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D

## Question 4

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**Question Type:** MultipleChoice

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"UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

### Options:

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- A- Pricing Method set to Percent of Total and Subscription Pricing blank
- B- Pricing Method set to Custom and Subscription Pricing set to Custom'
- C- Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- D- Pricing Method set to List and Subscription Pricing set to Percent of Total

### Answer:

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A, D

## Question 5

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**Question Type:** MultipleChoice

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An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up to correctly map between Quote Lines and Product Options.

Which setup will ensure this condition is met?

**Options:**

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- A-** On the child options. Apply Immediately is False and Apply Immediately Context is Always.
- B-** On the Configuration Attribute. Auto-Select is False.
- C-** On the Configuration Attribute. Apply to Product Options is False.
- D-** On the bundled parent. Apply to Product Options is False.

**Answer:**

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D

## Question 6

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**Question Type:** MultipleChoice

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An admin has created a validation Product Rule that must display an error message upon clicking Sava if a Product Option is selected while a Configuration Attribute is set to a specific value. When the user chooses the Product Option, then sets the Configuration Attribute to the specific value. The error message appears before Save is clicked.

What can the admin change on the Product Rule or Configuration Attribute to ensure the error message only appears upon clicking Save?

**Options:**

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- A-** Add a Product Rule Error Condition to check if Evaluation Action = Sava.
- B-** Change the Configuration Attribute field Apply Immediately to False.
- C-** Change the Product Option field Apply Immediately to True.
- D-** Change the Product Rule field Evaluation Event to Sava.

**Answer:**

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B

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