



Free Questions for CPQ-301

Shared by Clark on 29-01-2024

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Question 1

Question Type: MultipleChoice

An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:

Option 1:
Optional SKU = Small Storage Container
Unit Price = \$2.00
Quantity = 10
Selected = True
Bundled = False

Option 2:
Optional SKU = Medium Storage Container
Unit Price = \$4.00
Quantity = 10
Selected = False
Bundled = False

Option 3:
Optional SKU = Custom Box Label
Unit Price = \$0.05
Quantity = 100
Selected = False
Bundled = True

Option 4:
Optional SKU = Shipping
Unit Price = \$7.50
Quantity = 1
Selected = True
Bundled = True



If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

Options:

- A- \$17.50
- B- \$25.00
- C- \$37.50
- D- \$5.00



Answer:

B

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 has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

Options:

- A- Add a partner to the Partner on the Quote record.
- B- Create a Contracted Price record related to an Account record.
- C- Populate the Generate Contracted Price field on a Quote record.
- D- Generate a Contracted Price via the Contracted checkbox on the Quote record

Answer:

B, D

Question 4

Question Type: MultipleChoice

An admin has implemented a new CPQ business requirement In a sandbox. They have created

new products and used them to construct a bundle. The admin has also created a Product Rule that automatically selects Product Options when the user selects a specific Configuration Attribute.

In which sequence should the admin migrate the records related to the new CPQ functionality In order to maintain record relationships?

Options:

- A- Products, attributes, options, rules
- B- Products, options, attributes, rules
- C- Products, attributes, rules, options
- D- Attributes, products, options, rules

Answer:

B

Question 5

Question Type: MultipleChoice

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

Options:

- A- A Product Rule is preventing the Additional Discount from being edited.
- B- The Non Discountable field is marked True on the Product record for the Quote Line.
- C- Additional Discount is a locked field on amendment Quotes.
- D- The org is using legacy amendment and renewal service.

Answer:

C

Question 6

Question Type: MultipleChoice

A user has added multiply bundles to the Quoto. Each bundle consists of Product Options of the Product Families:

- * Hardware
- * Licenses
- * Maintenance

On the output document, different line columns need to be rendered that contain the Products of each Family.

Moreover, the Product Options of each Family need to be rendered saparataly for each bundle.

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Options:

- A- Create a different Line item section for each Product Family and leverage the Conditional Print field to show the corrract products.
- B- Create a different Line Item section for each Product Family, and leveraga the Filter field to show tha correct products.
- C- Construct a formula fold on tha Quota Line object that raturns tha bundla's Name and Numbar, and use this field in the Group field on the Line item Section
- D- Populata tha Sort Ordar field on each Product record to properly sort the Quota Lines within each section.

Answer:

B, C

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