



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

**Shared by Kemp on 18-01-2024**

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# Question 1

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**Question Type:** MultipleChoice

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Refer to Exhibit.

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What is the calculated List Unit Price the user should see for Cloud Storage Support?

**Options:**

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A) \$50

B) \$225

C) \$273

D) \$23

**Answer:**

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B

## Question 2

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**Question Type:** MultipleChoice

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What is the correct order of data import to load Products and Product bundles in CPQ?

### Options:

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- A) Product Rules, Error Conditions, Configuration Rules, Product Action
- B) Product Features, Product, Product Options, Option Constraints
- C) Product, Product Features, Product Options, Option Constraints, Configuration Attributes
- D) Product Option, Product Feature, Product, Option Constraints, Configuration Attributes

### Answer:

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D

## Question 3

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**Question Type:** MultipleChoice

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Universal Containers has developed a new subscription Product that will replace another subscription Product.

The admin needs to ensure:

- \* Only the new Product can be added to new Quotes.
- \* Contracts with the old Product can be amended.
- \* Renewals will be created with the replacement Product.

Which two actions should the admin take to meet the requirements?

Choose 2 answers

### Options:

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- A)** Uncheck the Active field on all Price Book entries for the old Product.
- B)** Set the Renewal Product field on the old Product to lookup to the new Product.
- C)** Update the SBQQ\_\_Product\_\_c field on the Subscriptions that need to be renewed.
- D)** Make the Product unavailable by unchecking the Active field on the old Product.

### Answer:

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B, C

## Question 4

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### Question Type: MultipleChoice

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Universal Containers has developed a new subscription Product that will replace another su

The admin needs to ensure:

- \* Only the new Product can be added to new Quotes.
- \* Contracts with the old Product can be amended.
- \* Renewals will be created with the replacement Product.

Which two actions should the admin take to meet the requirements?

Choose 2 answers

### Options:

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- A)** Uncheck the Active field on all Price Book entries for the old Product.
- B)** Set the Renewal Product field on the old Product to lookup to the new Product.
- C)** Update the SBQQ\_\_Product\_\_c field on the Subscriptions that need to be renewed.
- D)** Make the Product unavailable by unchecking the Active field on the old Product.

**Answer:**

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B, C

## Question 5

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**Question Type:** MultipleChoice

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Universal Containers' users are able to generate Quote Documents and navigate to all Quote Document records in the org. These users are unable to use the View button on documents created by another user.

How should the admin ensure that users are able to view these documents by default?

**Options:**

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- A)** View All permissions should be granted on the Quote Document object.
- B)** A workflow rule should be used to change the Document Folder field on the Quote object.
- C)** The Document Folder chosen in package settings must be visible to all users.
- D)** View All permissions should be granted on the standard Document object.

**Answer:**

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## Question 6

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**Question Type:** MultipleChoice

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Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirement\*\*

### Options:

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- A)** Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- B)** Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- C)** Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ\_\_QuotePricebookId\_\_c on the Opportunity.
- D)** Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of

User access.

**Answer:**

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D

## Question 7

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**Question Type: MultipleChoice**

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Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirement?

**Options:**

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**A)** Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.

**B)** Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.



**C)** Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ\_\_QuotePricebookId\_\_c on the Opportunity.

**D)** A Create two Price Books: one General Access Price Book with the 30 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

**Answer:**

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D

## Question 8

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**Question Type:** MultipleChoice

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Universal Containers has an add-on Product that can only be sold as part of bundles.

Which two steps should the admin take to meet this requirement?

Choose 2 answers

**Options:**

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- A) Create a Product Option record referencing the add-on Product for each bundle.
- B) Set the Customer Community Availability pick list on the add-on Product to Never,
- C) Create a Product Feature record referencing the add-on Product.
- D) Set the Component checkbox to True on the add-on Product record.

**Answer:**

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A, D

## Question 9

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**Question Type:** MultipleChoice

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Universal Containers (UC) sells Its Support SKU both as a stand-alone Product and a Product Option within a bundle. When sold as a stand-alone Product, the expected List Unit Price Is si,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to \$800.

What should the admin do to meet the requirement?

**Options:**

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- A) Enter 20 into the SBQQ\_\_Discount\_\_c field on the Product Option to reduce the price from \$1,000 to \$800.
- B) Enter 800 Into the SBQQ\_\_UnitPrice\_\_c field on the Product Option to define a bundle-specific price for Support.
- C) Create a Product Rule to Insert 800 into the SBQQ\_\_ListPrice\_\_c field on the Quote Line when the SBQQ RequiredBy\_\_c field is blank.
- D) Create a workflow rule to insert 800 into the SBQQ\_\_ListPrice\_\_c field on the Quote Line when the SBQQ\_\_RequiredBy\_\_c field is blank.

**Answer:**

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A

## Question 10

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**Question Type: MultipleChoice**

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Upon renewal of a Contract, a user has reported that bundles are being created without preserving the structure This leads to validation errors and unwanted price changes. The admin has identified that Preserve Bundle Structure is set to FALSE on a system generated Contract record.

What should the admin do to prevent this Issue from happening In the future?

## Options:

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- A) Set Preserve Bundle Structure to TRUE on existing Account Records, and update the Re-evaluate Bundle Logic on Renewals setting in the Installed Package Settings to TRUE.
- B) Set Preserve Bundle Structure to TRUE on existing Contract and Account Records, and update the Preserve Bundle Structure setting in the Installed Package Settings to TRUE,
- C) Set Preserve Bundle Structure to TRUE on existing Account Records, and change the default field value on the Contract object to TRUE.
- D) Set Preserve Bundle Structure to TRUE on existing Contract Records, and set field level security for Preserve Bundle Structure on the Contract object to only be editable by System Admins.

## Answer:

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A

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