

Jan-2024 New Version CPQ-301 Certificate & Helpful Exam Dumps is Online [Q59-Q80]



Jan-2024 New Version CPQ-301 Certificate & Helpful Exam Dumps is Online CPQ-301 Free Certification Exam Material with 186 Q&As QUESTION 59

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- * The value from the second record sorted alphabetically by Name is applied to the Target Field.
- * The Target Field maintains its original value and an error message appears in the Quote Line Editor.
- * The value from the record that was created most recently is applied to the Target Field.
- * The value from the first record sorted alphabetically by Name is applied to the Target Field.

QUESTION 60

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- * Create a new field set on the Quote Line editor without Monthly Price.

- * Fill the Conditional Print Field on the Column Lines object.
- * Create a custom Formula indicating if the Payment Terms Are Net 30.
- * Create an additional Lines Section without the Monthly Price field.

QUESTION 61

Universal Containers (UC) sells the same Extended Warranty product to customers in three different industry segments: Commercial, Enterprise, and Education. The list price depends on the customer segment. Product pricing can change frequently within each segment.

How should the admin set up the Product and Price Book to apply the correct pricing, and the pricing team can easily update pricing?

- * Three Product records with three Price Books should be set up for each industry segment.
- * One Product record should be set up with a Price Dimension representing each industry segment.
- * One Product record should be set up with three Price Books, one for each industry segment.
- * Three Product records should be set up with multiple price book entries on a single Price Book.

QUESTION 62

The admin at Universal Containers is setting up permissions for internal sales users.

In addition to assigning the Salesforce CPQ User permission set, for which objects do the users need Read, Create, Edit, and Delete permissions?

- * Quote, Quote Line, Quote Line Group, Quote Document
- * Quote Template, Template Content, Template Section, Line Column
- * Rule, Price Action, Price Condition, Lookup Query
- * Discount Category, Discount Schedule, Discount Tier, Term Schedule

QUESTION 63

A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales rep's first attempt to contract the Order.

What are three troubleshooting steps an admin should take to identify the issue?

Choose 3 answers

- * Confirm that each of the Order Products have been activated.
- * Ensure the Order Start Date is later than the Opportunity Close Date.
- * Check recent Apex Jobs to identify any errors in the contracting process.
- * Verify that the related Opportunity is in Closed/Won status.
- * Ensure there is at least one subscription-based Order Product on the Order.

QUESTION 64

An admin has set the Group Field on one of the Quote Templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

- * Modified By field on the user's Quote was last modified before the new Quote Template was implemented.
- * Template Section with Template Content of Line Items type has a value in Group Field.
- * There are Quote Line Groups related to Quote A.
- * Bundles on Quote A contain a Configuration Attribute designating location.

QUESTION 65

Universal Containers has a custom picklist filed with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configurations Attribute. How should the Admin create Filter Product Rules to meet the business requirement?

- * Create three rules, each with two conditions that compare the configuration attribute with a static value and the product field.
- * Create one rule with three conditions, each that compares the configuration attribute filed with a static value.
- * Create three rules, each with one condition that compares the product field with the Configuration attribute filed.
- * Create one rule with one condition that compares the product field with the configuration attribute filed.

QUESTION 66

Universal Containers (UC) has products that will only be utilized as Product options inside five different bundle products. When a user adds products to the Quote line Editor, UC wants:

- *Bundle products to show in the Product Selection page.
- *Products that are Product Options of the bundles to be excluded from the product selection page.

How should the Admin set up the bundles?

- * Select the component checkbox on any Product that is a Product Option for the bundles.
- * Select the bundled checkbox on each Product Option and mark the Product inactive.
- * Select the selected checkbox on each Product Option and mark the Product inactive.
- * Select the Hidden checkbox for any Product that is a Product Option for the bundles.

QUESTION 67

The admin has created a bundle with several options. The option's prices contribute to the Package Total, and must be discountable by the sales rep. However, these options must be hidden on the generated proposal document.

How should the admin change the options to meet this requirement?

- * Set number to a value greater than 1,000.
- * Set Quote Line Visibility to Quote Line Editor.
- * Set Type to Related Product.
- * Set Bundle to True.

QUESTION 68

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Upper	Lower	Discount
First level	1	11	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- * \$1,050.00
- * \$1,725.00
- * \$1,700.00
- * \$1,575.00

QUESTION 69

An admin sets Asset Conversion for a non-subscription Product A to "One per unit"; A sales rep creates a quote that includes Product A with a quantity of 2. Sales Operations creates an order from the quote, then creates a contract from the order, then creates a renewal opportunity from the contract.

Which object(s) show multiple records related to Product A?

- * Asset and Order Product
- * Order Product
- * Asset and Opportunity Product
- * Asset

QUESTION 70

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- * Add the Cost to the Product's Price Book Entry Cost field.
- * Use a Price Rule to set the Cost field on the Quote Line.
- * Create a Cost record in the Product's Costs related list.
- * Add a Cost Discount Schedule to the Products Discount Schedule related list.

QUESTION 71

Universal Containers conducts business via channel sales and offers a Partner program, in which Partners receive a different level of discount based on their partnership level and the product family. The CPQ Architect has determined that the Partner discount will be automatically assigned with price rules, based on a lookup table. The CPQ Architect has created the following lookup table with an object named "Partner Program"; How many price rules should the Admin create in order to process the four different discounts offered to Partners?

- * Four
- * Two
- * Three
- * One

QUESTION 72

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal

Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True. What are two ways a sales user should generate an

accurate Renewal Quote?

- * Clone the original Quote and update Quote Type to Renewal.
- * Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related

list.

- * Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- * Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

QUESTION 73

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- * An Order without Order Products is created.
- * A second Order is generated with the remaining Quote Lines.
- * An error is thrown informing the user an order already exists.
- * The existing Order is updated with the remaining Quote Lines.

QUESTION 74

How should an Admin enable renewal uplift on an Account?

- * Update the Markup (%) field on the Renewal Quote.
- * Change the Renewal Pricing Method to Same on the Account.
- * Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- * Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.

QUESTION 75

Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.

What two Option configurations that must be utilized for Product B to meet the requirement?

- * Set Bundle to FALSE.
- * Set Required to FALSE.
- * Set Selected to TRUE.
- * Set Quantity Editable to TRUE.

QUESTION 76

On which two objects can an admin assign a Configuration Field Set to change the columns that are visible during configuration?

Choose 2 answers

- * Products
- * Option Constraints
- * Product Options
- * Product Features

QUESTION 77

An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- * Set the Product field Asset Conversion picklist to One per Unit.
- * Set the CPQ Package setting Renewal Model to Asset Based.
- * Set the Account field Renewal Model to Asset Based.
- * Set the Product field Asset Amendment Behavior picklist to Allow Refund.

QUESTION 78

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- * Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.
- * Create a Selection Product Rule that automatically shows and hides Product Options based on the service level
- * Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- * Ensure Apply Immediately is set to TRUE on the Configuration Attribute.

QUESTION 79

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- * The user calculates a Quote.
- * The user selects a Configuration Attribute value for a Product
- * The user saves the Quote.
- * The user selects a Product for the Quote.

QUESTION 80

Universal Containers has Products that should only be selected as part of a bundle How should the admin configure CPQ so users are unable to add this Product outside of a bundle?

- * Remove the Product's Price Book Entry, then set Unit Price on the Product Option record.
- * Ensure that the Configuration Event field on the Product is set to Always.
- * Ensure that the Component checkbox on the Product is set to TRUE.
- * Create a Product Rule with a Remove action when the Product is sold a la carte.

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