

## Salesforce.CPQ-301.v2023-05-15.q86

<b>Exam Code:</b>	CPQ-301
<b>Exam Name:</b>	Configure and Administer a Salesforce CPQ Solution
<b>Certification Provider:</b>	Salesforce
<b>Free Question Number:</b>	86
<b>Version:</b>	v2023-05-15
<b># of views:</b>	1574
<b># of Questions views:</b>	860
<a href="https://www.freepdfdumps.com/Salesforce.CPQ-301.v2023-05-15.q86.html">https://www.freepdfdumps.com/Salesforce.CPQ-301.v2023-05-15.q86.html</a>	

### NEW QUESTION: 1

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- B. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- C. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- D. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.

**Answer: A (LEAVE A REPLY)**

### NEW QUESTION: 2

Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.

A single quote can contain products for consumption anywhere in the country.

A custom object has been created to maintain a Price Multiplier per product per geographic area. The quote document should display the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

- A. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.
- B. Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.
- C. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.

D. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.

**Answer:** ([SHOW ANSWER](#))

### NEW QUESTION: 3

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.

How should the user achieve this?

- A. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.
- B. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- C. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price
- D. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.

**Answer:** A ([LEAVE A REPLY](#))

### NEW QUESTION: 4

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

- A. CPQ Quote Line object
- B. CPQ Quote object
- C. Core Salesforce Quote object
- D. Opportunity object

**Answer:** D ([LEAVE A REPLY](#))

### NEW QUESTION: 5

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term unit: Month  
Subscription Prorate Precision: Month
- B. Subscription Term unit: Day  
Subscription Prorate Precision: Day.
- C. Subscription Term unit: Month  
Subscription Prorate Precision: Month + Daily
- D. Subscription Term unit: Month  
Subscription Prorate Precision: Day

**Answer:** ([SHOW ANSWER](#))

### NEW QUESTION: 6

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?

- A. Product
- B. Effective Date
- C. Discount
- D. Contract
- E. Expiration Date

**Answer:** [\(SHOW ANSWER\)](#)

#### **NEW QUESTION: 7**

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 reps first attempt to contract the Order.

What are three troubleshooting steps an admin should take to identify the issue? Choose 3 answers

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

**Answer:** [B,C,E \(LEAVE A REPLY\)](#)

#### **NEW QUESTION: 8**

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.

What should the admin set up to satisfy this requirement?

- A. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.
- B. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- C. A value of 10 should be added to the Max Options field on the feature record.
- D. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.

**Answer:** [C \(LEAVE A REPLY\)](#)

#### **NEW QUESTION: 9**

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?

- 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 Line object representing each profile, and create a test 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.
- C.** 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.
- D.** Create two field sets on the Quote Line object representing each profile, and create a test 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:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 10**

A sales rep at Universal Containers is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of \$600, a Quantity of 10, and a Subscription Term of 24 months. Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription in its place.

Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to cr

- A.** -\$250
- B.** -\$3,500
- C.** -\$350
- D.** -\$2,500

**Answer:** **D** ([LEAVE A REPLY](#))

#### **NEW QUESTION: 11**

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in?

Choose 2 answers

- A.** The user that authorizes the calculation service is a non-human admin user.
- B.** The user's role should be placed at the top of the Role Hierarchy.
- C.** The user that authorizes the calculation service has API Only enabled.
- D.** The user must have access to the CPQ quote and all related objects.

**Answer:** ([SHOW ANSWER](#))

#### **NEW QUESTION: 12**

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?

- A. Set Bundle to FALSE.
- B. Set Required to FALSE.
- C. Set Quantity Editable to TRUE.
- D. Set Selected to TRUE.

**Answer: B,D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 13**

A Configuration Attribute displays a Product Option picklist field named Custom\_Picklist\_\_c. A picklist field with the same name exists on the Quote Line object, and is set to restrict the picklist to the values defined in the value set. The Quote Line picklist contains fewer values than the field from the Product Option.

Which behavior can the user expect if they choose a value for the configuration attribute that is unique to the Product Option picklist, and then tries to save the bundle?

- A. The Save button is gray and unavailable in the configurator.
- B. An error message appears that prevents saving the configuration.
- C. The selected value is saved to the quote line field.
- D. A null value is saved to the quote line field.

**Answer: B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 14**

Universal Containers has two products:

- \* C-STOR-L, which is a Large Storage Container.
- \* C-LID-L, which is a Lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The admin wants to create an Option Constraint.

Which field should C-LID-L be stored in to meet this requirement?

- A. Optional SKU
- B. Configured SKU
- C. Constrained Option
- D. Constraining Option

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 15**

Universal Containers (UC) sells Product A for an initial, fixed price without the need for renewal behavior. UC must be able to track an individual serial number on the Asset record for each Product A sold.

Which Product field value should the admin set up to handle this use case?

- A. Subscription Type: One-Time
- B. Asset Conversion: One Per Unit
- C. Subscription Price: List Price

D. Asset Conversion: One Per Line

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 16**

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

Choose 2 answers

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

Answer: B,C ([LEAVE A REPLY](#))

**Valid CPQ-301 Dumps** shared by Actual4test.com for Helping Passing CPQ-301 Exam! Actual4test.com now offer the **newest CPQ-301 exam dumps**, the Actual4test.com CPQ-301 exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-301 dumps with Test Engine here:

[https://www.actual4test.com/CPQ-301\\_examcollection.html](https://www.actual4test.com/CPQ-301_examcollection.html) (215 Q&As Dumps, **30%OFF**

**Special Discount: Freepdfdumps**)

**NEW QUESTION: 17**

A user has added multiple bundles to the Quote. 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 separately for each bundle.

Which two steps should the administrator take to meet the requirement?

Choose 2 answers

- A. Construct a formula field on the Quote Line object that returns the bundle's Name and Number, and use this field in the Group field on the Line Item Section
- B. Create a different Line Item section for each Product Family and leverage the Conditional Print field to show the correct products.
- C. Populate the Sort Order field on each Product record to properly sort the Quote Lines within each section.
- D. Create a different Line Item section for each Product Family, and leverage the Filter field to show the correct products.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 18**

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A.** An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- B.** An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.
- C.** An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- D.** An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.

**Answer:** **C** ([LEAVE A REPLY](#))

**NEW QUESTION: 19**

Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products. However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.

Which strategy should UC apply?

- A.** Create a Filter Product Rule and Product Action with Type set to Optional Filter.
- B.** Set the Default field on the Add Products Custom Action to TRUE.
- C.** Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.
- D.** Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.

**Answer:** ([SHOW ANSWER](#))

**NEW QUESTION: 20**

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

\*The original Subscription

\*The first amended Subscription

\*The second amended Subscription

- A. 100, -20, 40
- B. 120, -20, 40
- C. 100, 80, 120
- D. 80, 0, 40

**Answer: C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 21**

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.
- B. Create a Twin Field of the Square Footage field on the Quote Line object.
- C. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- D. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 22**

What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions
- B. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions
- C. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions
- D. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 23**

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Sort Order as the lowest numerical value of any Product's Sort Order.

- B. Set the Product Code as the first alphabetically of any Product's Product Code.
- C. Set the Product's Product Code as the only null Product Code of any Product.
- D. Set the Product's Sort Order as the only null Sort Order of any Product.

**Answer: A ([LEAVE A REPLY](#))**

**NEW QUESTION: 24**

Subscription Product A has a Subscription Term of 6, a List Price of \$100, and a Ranged Discount Schedule. A user has added this Product a Quote with a Term of 12.

A u The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Pnce m this scenario?

- A. Regular Price of \$100
- B. Regular Price of \$75
- C. Regular Pnce of \$150
- D. Regular Price of \$200

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 25**

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?

- 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 System 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 Selected field to True.

- C. 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.

- D. 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.

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 26**

Universal Contamars wants to geva a 23S discount on a specific Product Option purchased in the big Box bundla.

In which two ways could tha admin configura CPQ to automatically apply this discount9 Choosa 2 answers

- A. Create a Price Rule that application the 25% discount when the product is added as part of the bundle.
- B. Set the Option Discount (H) field on the Product Option for the bundle.
- C. Set Discounted by Package to TRUE on the Product Option for the bundle.
- D. Set the Option Discount (%) field on the Product Feature for the bundle.

**Answer: A,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 27**

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?

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

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 28**

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- A. Create a Feature level Configuration Attribute.
- B. Create a bundle level Configuration Attribute.
- C. Set the Configuration Attribute with Apply to Product Options to True.
- D. Set up a Lookup Price Rule referencing a custom object.

**Answer: B,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 29**

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?

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

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 30**

Northern Trail Outfitters has two products:

Adventure in a Box	
Pricing Method	List
Subscription Pricing	Fixed Price
Subscription Term	1
Include in Percent of Total	True

  

Premium Support	
Pricing Method	List
Subscription Pricing	Percent Of Total
Subscription Term	1
Percent of Total (%)	10%
Percent of Total Base	List

Both products are added to a one year quote. The Adventure in a Box product has a list price of \$10 with a discount of 50%.

What Is the expected Net Total of Premium Support?

- A. \$12.00
- B. \$6.00
- C. \$60.00
- D. \$54.00

**Answer: A** ([LEAVE A REPLY](#))

### NEW QUESTION: 31

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?

- A. Clone the original Quote and update Quote Type to Renewal.
- B. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.
- C. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- D. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

**Answer: (SHOW ANSWER)**

exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-301 dumps with Test Engine here:

[https://www.actual4test.com/CPQ-301\\_examcollection.html](https://www.actual4test.com/CPQ-301_examcollection.html) (215 Q&As Dumps, **30%OFF**

**Special Discount: Freepdfdumps)**

#### **NEW QUESTION: 32**

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?

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

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 33**

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?

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

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 34**

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A. Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = Calculator  
Calculator Evaluation Event = Edit
- B. Evaluation Scope = Configurator  
Configurator Evaluation Event = Edit
- C. Evaluation Scope = Calculator  
Calculator Evaluation Event = Save
- D. Evaluation Scope = Configurator  
Configurator Evaluation Event = Save

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 35**

An admin has a requirement within a specific bundle to ensure that Product 8 is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked.

What does the admin need to adjust so the Product Rule fires as expected?

- A. Set Apply Immediately to True on Product Option record for Product A.
- B. Set Apply Immediately to True on Product Option record for Product B.
- C. Set System field to True on Product Option record for Product A.
- D. Set System field to True on Product Option record for Product B.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 36**

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.

Which date will CPQ use to calculate the prorate multiplier?

- A. The earliest date
- B. The Quote date
- C. The latest date
- D. The Quote Line date

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 37**

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

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

**Answer: A,B ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 38**

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.

In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

- A. Include Monthly Price in the Quote Line Editor Field set.
- B. Create a custom formula Indicating if the Payment Terms are Net 30.
- C. Create an additional Line Items section without the Monthly Price field.

D. Set the Conditional Print Field on the Line Column record.

**Answer: A,B ([LEAVE A REPLY](#))**

**NEW QUESTION: 39**

An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.

How should the Admin make the prices visible again?

- A. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
- B. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- C. Go to the Product Option record and check if the Price Editable field is False.
- D. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 40**

Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

\* Product A is configured to have a 36 Month Subscription Term (SBQQ\_\_SubscriptionTerm\_\_c = 36) with a List Unit Price of \$36,000.

\* Product B is configured to have a 1 Month Subscription Term (SBQQ\_\_SubscriptionTerm\_\_c = 1) with a List Unit Price of \$2,000, Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied.

5 the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

**A.** \* Product A Prorate Multiplier = 0,5

\* Product A Net Total = \$270,000

\* Product B Prorate Multiplier = 18

\* Product B Net Total = \$540,000

**B.** \* Product A Prorate Multiplier = 0,5

\* Product A Net Total = \$270,000

\* Product B Prorate Multiplier = 18

\* Product B Net Total = \$36,000

**C.** \* Product A Prorate Multiplier = 0,5

\* Product A Net Total = \$270,000

\* Product B Prorate Multiplier = 1

\* Product B Net Total = \$360,000

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 41**

Refer to Exhibit.

Subscription Pricing	Percent Of Total
Percent Of Total Base	Net
Percent Of Total (%)	10%

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

- A. \$50
- B. \$225
- C. \$23
- D. \$273

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 42**

Cloud Kicks (CK) wants to ensure its sales reps are able to edit non-contracted and non-activated Orders to redistribute Order Products from one Order to another.

What are two considerations the CPQ admin must take into account to meet the requirement?

Choose 2 answers

- A. Ensure the sales rep has Modify All in their profile.
- B. Ensure the Edit Order Products button is exposed in the Order Page Layout.
- C. Ensure the CPQ Orders package setting "Allow Multiple Orders" is selected.
- D. Ensure the sales rep is listed as the owner of the Order.

Answer: C,D ([LEAVE A REPLY](#))

**NEW QUESTION: 43**

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?

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

Answer: D ([LEAVE A REPLY](#))

**NEW QUESTION: 44**

Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for this one specific Product.

What should the Admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

- A. Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.
- B. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.
- C. Fill in the Lookup Object field on the Price Rule with the Product.
- D. Fill in the Product field on the Price Rule with the Product.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 45**

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions. Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A. Create a single Price Book with all Products. Share the Price Book with all users.
- B. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- C. Use Product rules to hide Products from some sales reps.
- D. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 46**

A user has created two Quotes related to an Opportunity. The user has changed the Primary Quote by checking the Primary checkbox on the non-Primary Quote. After performing this action, the amount on the Opportunity fails to update and the Quote Lines fail to sync to the Opportunity. What is the root cause of this issue?

- A. The Primary field on the Quote is missing from the Quote object's Calculating Fields field set.
- B. Primary Quote Keeps Opportunity Products is set to FALSE in the Installed Package Settings.
- C. The triggers have been disabled in the Installed Package Settings.
- D. Twin fields between the Quote Line and the Opportunity Product need to be set up.

**Answer: A ([LEAVE A REPLY](#))**

**Valid CPQ-301 Dumps** shared by Actual4test.com for Helping Passing CPQ-301 Exam!  
Actual4test.com now offer the **newest CPQ-301 exam dumps**, the Actual4test.com CPQ-301 exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-301 dumps with Test Engine here:

**NEW QUESTION: 47**

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

- A. The user selects a Product for the Quote.
- B. The user saves the Quote.
- C. The user selects a Configuration Attribute value for a Product
- D. The user calculates a Quote.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 48**

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page.

Which updates should the Admin make to meet this requirement

- A. Update option layout on the parent Product record to Sections.
- B. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- C. Create feature to the parent product and assign all Option to one of the created features.
- D. Update Option Layout on the parent Product record to Wizard.

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 49**

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A. All Products with Price Book Entries when Dated Exchange Rates are enabled.
- B. All Products with Price Book Entries in the Opportunity/Quote Currency.
- C. All Products with Price Book Entries in all Active Currencies.
- D. All Products with Price Book Entries with a positive Price.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 50**

An admin is working on a Primary Quote attached to an Opportunity. The Price Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, and error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers

- A. Only Products with an Effective Quantity greater than or less than zero sync to the Opportunity-
- B. Some Products we missing Price Book Entries.
- C. Only Products with a price greater than zero sync to the Opportunity,
- D. Q Validation Rules on the Opportunity Product silently fail.
- E. Exclude from Opportunity is checked on the Product record.

**Answer: A,C,D (LEAVE A REPLY)**

#### **NEW QUESTION: 51**

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the Admin meet the business requirements?

- A. Set Asset Conversion for each downloadable Product to a custom value.
- B. Set Asset Conversion for each downloadable Product to One per Quote Line.
- C. Set Asset Conversion for each downloadable Product to null.
- D. Set Asset Conversion for each downloadable Product to One per unit.

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 52**

A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.

What are two reasons that could explain this behavior?

Choose 2 answers

- A. The Price Book Entry of the Product has been set to Inactive.
- B. The Exclude from Opportunity checkbox on the Product has been set to TRUE.
- C. Opportunity Products are only created for Quote Lines with a Net Total that is different than 0.
- D. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.

**Answer: B,C (LEAVE A REPLY)**

#### **NEW QUESTION: 53**

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?

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

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 54**

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the admin set up these requirements for the users?

- A.** Set Min Options and Max Options to zero for Maintenance-Set Mm Options to zero and Max Options to two for Support.
- B.** Set Mm Options for Maintenance to one. Set Mm Options to zero and Max Options to two for Support.
- C.** Set Max Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- D.** Set Mm Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.

**Answer: D** ([LEAVE A REPLY](#))

**NEW QUESTION: 55**

An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A.** Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- B.** Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.
- C.** Create a Process Builder to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.
- D.** Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.

**Answer: (**[SHOW ANSWER](#)**)**

**NEW QUESTION: 56**

Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

- A.** Select Component as the Type field on the Product Option.
- B.** Select the Bundled checkbox on the Product Option.
- C.** Select the Quantity Editable checkbox on the Product Option.
- D.** Select the Multiplier checkbox on the Bundle.

**Answer: A** ([LEAVE A REPLY](#))

**NEW QUESTION: 57**

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis. Which Subscription field values should the admin set to meet this requirement?

- A.** \* Subscription Term: 1
  - \* Subscription Type: One-Time
  - \* Subscription Pricing: Percent of Total
- B.** \* Subscription Term: 12
  - \* Subscription Type: One-Time
  - \* Subscription Pricing: Fixed Price
- C.** \* Subscription Term: 1
  - \* Subscription Type: Evergreen
  - \* Subscription Pricing: Percent of Total
- D.** \* Subscription Term: 12
  - \* Subscription Type: Evergreen
  - \* Subscription Pricing: Fixed Price

**Answer: B** ([LEAVE A REPLY](#))

**NEW QUESTION: 58**

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

	Product A	Product B
Subscription Pricing	Fixed Price	Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A.** \$24, 00
- B.** \$120, 00
- C.** \$480, 00

**Answer: (**[SHOW ANSWER](#)**)**

**NEW QUESTION: 59**

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A.** Set the Active checkbox on Reconfigure Line Custom Action to False.

- B. Set the Configuration Type to Allowed and Configuration Event to Add.
- C. Set the Configuration Type to Disabled.
- D. Set the Configuration Type to Allowed and Configuration Event to Always.

**Answer: B** ([LEAVE A REPLY](#))

#### **NEW QUESTION: 60**

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.
- B. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- C. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- D. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.

**Answer: (**[SHOW ANSWER](#)**)**

#### **NEW QUESTION: 61**

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?

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

**Answer: C** ([LEAVE A REPLY](#))

**Valid CPQ-301 Dumps** shared by Actual4test.com for Helping Passing CPQ-301 Exam!  
Actual4test.com now offer the **newest CPQ-301 exam dumps**, the Actual4test.com CPQ-301 exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-301 dumps with Test Engine here:

[https://www.actual4test.com/CPQ-301\\_examcollection.html](https://www.actual4test.com/CPQ-301_examcollection.html) (215 Q&As Dumps, **30%OFF**

**Special Discount: Freepdfdumps**)

**NEW QUESTION: 62**

Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. Update Percent of Total Base on Warranty to Net Price.
- B. Update Percent of Total (%) on the hardware products to 10.
- C. Update Percent of Total Target on Warranty to Standard Warranty.
- D. Update Percent of Total Category on the hardware products to Hardware.

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 63**

"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

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

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 64**

Universal Containers has set up an Account lookup field, Distributor\_\_c, on the Quote to identify different distributors per group. Distributor accounts have a Discount\_Level\_\_c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

A)

- Create a Configurator Scoped Price Rule that has a Price Condition where
  - Object with value Quote Line
  - Tested Formula field with value SBQQ\_\_Quote\_\_r.Distributor\_\_c
  - Operator field with value Not Equals
  - Filter Type field with Value selected
  - Filter Value field with blank value
- Add a Price Action to the Price Rule where
  - Target Object with value Quote Line
  - Target Field with value SBQQ\_\_DistributorDiscount\_\_c
  - Formula Field with value SBQQ\_\_Group\_\_r.Distributor\_\_r.Discount\_Level\_\_c

B)

- Create a Calculator Scoped Price Rule that has a Price Condition where
  - Object with value Quote Line
  - Tested Formula field with value SBQQ\_\_Quote\_\_r.Distributor\_\_c
  - Operator field with value Not Equals
  - Filter Type field with Value selected
  - Filter Value field with blank value
- Add a Price Action to the Price Rule where
  - Target Object with value Quote Line
  - Target Field with value SBQQ\_\_DistributorDiscount\_\_c
  - Formula Field with value SBQQ\_\_Group\_\_r.Distributor\_\_r.Discount\_Level\_\_c

A. Option B

B. Option A

**Answer: B** ([LEAVE A REPLY](#))

#### NEW QUESTION: 65

Universal Containers (UC) utilizes bundles to sell hardware and related accessories together as a package. Several of the accessories are component-type Options, with quantities dependent on the hardware. UC wants to begin using split Orders to manage a fulfillment process, with Orders broken out based on when items are shipped to the customer.

What should UC consider before implementing split Orders ?

A. The hardware bundle and component-type Options can be split manually.

B. The hardware bundle and component-type Options must be placed in the same Order together.

C. The hardware bundle and component-type Options can be split using the Order By field.

D. The hardware bundle and component-type Options can be split into separate Orders without preserving the bundle structure.

**Answer: (**[SHOW ANSWER](#)**)**

#### NEW QUESTION: 66

The Admin wants to ensure that within one bundle, Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B.

Which setup should the Admin use to meet these requirements?

A. A Product Alert Rule where two Error Conditions with Summary Variable test of Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.

B. A Product Selection Rule where two Error conditions with Summary Variables test of Product A and B have both been selected. If so, a Product Action will remove Product B.

C. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.

**D.** A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.

**Answer: A** ([LEAVE A REPLY](#))

#### **NEW QUESTION: 67**

Universal Containers has a high volume of contracts that are renewed each year. Recently, a number of orders have failed to generate a contract despite those orders being activated and containing subscription-based products.

Where should the admin look to identify the source of the error?

- A.** Apex Jobs
- B.** Record Jobs
- C.** Paused & Failed Flow Interviews
- D.** Debug Logs

**Answer: (**[SHOW ANSWER](#)**)**

#### **NEW QUESTION: 68**

The admin at Universal Containers has created a Configuration Attribute in a bundle that allows the end user to choose a picklist field value. A Price Rule has been created in the calculator that will set a discount based on the chosen picklist field value. This discount should be applied on the bundle Product and its Options.

- A.** Ensure that the Configuration Attribute's Feature field is set to Null.
- B.** Ensure that Apply Immediately has been set to TRUE.
- C.** Ensure that the Default Object field is set to Quote Line.
- D.** Ensure that Apply to Product Options has been set to TRUE.

**Answer: (**[SHOW ANSWER](#)**)**

#### **NEW QUESTION: 69**

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change. Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A.** One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.  
One Price Action to inject the value 10 into the Quantity field.  
One Price Action to inject the value 50 into the Unit Price field.
- B.** One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10  
One Price Action to inject the value 10 into the Quantity field.  
One Price Action to inject the value 50 into the Unit Price field.

**C.** One Price Condition using a Summary Variable counting Product A to verify that Product A is selected One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10 One Price Action to inject the value 50 into the Unit Price field.

**D.** One Price Condition verifying that the SBQQ\_\_ProductName\_\_c field on the Product Option object is equal to "Product A".

One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10.

One Price Action to inject the value 50 into Unit Price field.

**Answer: D ([LEAVE A REPLY](#))**

### **NEW QUESTION: 70**

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

**A.** Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

**B.** Remove the Subscription flag from the Product's Search Results Field Set.

**C.** Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.

**D.** Remove the Subscription flag from the Product's Search Filters Field Set.

**Answer: A ([LEAVE A REPLY](#))**

### **NEW QUESTION: 71**

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

**A.** Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.

**B.** Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.

**C.** Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.

**D.** Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.

**Answer: ([SHOW ANSWER](#))**

### **NEW QUESTION: 72**

An admin is setting up multiple Option Constraints. When configuration the bundle, a user should be unable to select Product B unless the user has also selected Product A.



What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

- A. The Active checkbox should be set to True.
- B. Check Prior purchases should be set to False.
- C. type should be dependency.
- D. Option Constrain Group should be populated.

**Answer: A,C (LEAVE A REPLY)**

#### NEW QUESTION: 73

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object?

Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- B. The Feature Name field on the Configure Products page
- C. HTML Template Content in the Quote document
- D. Configuration Attribute picklist values

**Answer: B,C (LEAVE A REPLY)**

#### NEW QUESTION: 74

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created.

Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

- A. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- B. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.
- C. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- D. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.

**Answer: (SHOW ANSWER)**

#### NEW QUESTION: 75

Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.

How should the admin meet the requirement in the most efficient manner?

- A.** Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.
- B.** Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.
- C.** Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.
- D.** Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.

**Answer: B ([LEAVE A REPLY](#))**

### **NEW QUESTION: 76**

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 requirements?

- 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,

**Answer: ([SHOW ANSWER](#))**

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.

**Valid CPQ-301 Dumps** shared by Actual4test.com for Helping Passing CPQ-301 Exam! Actual4test.com now offer the **newest CPQ-301 exam dumps**, the Actual4test.com CPQ-301 exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-301 dumps with Test Engine here:

Special Discount: **Freepdfdumps**)

**NEW QUESTION: 77**

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

- A. Alert
- B. Filter
- C. Selection
- D. Validation

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 78**

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



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?

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

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 79**

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?

- A. Order Product
- B. Asset and Opportunity Product
- C. Asset
- D. Asset and Order Product

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 80**

Universal Containers wants to allow customers to return and receive credit for asset Products. How should the admin meet the requirement?

- A. Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.
- B. Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.
- C. Edit the Quantity field on the Asset record to reflect the updated Quantity.
- D. Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 81**

Which two scenarios can be supported using Amendments? Choose 2 answers

- A. Add new products; use different End Date from existing Contract
- B. Change quantities of existing Products; apply different discounts than original Quote
- C. Change quantities of existing Products; maintain same discounts as original Quote
- D. Add new Products; co-terminate to existing Contract

**Answer: B,D ([LEAVE A REPLY](#))**

**NEW QUESTION: 82**

An admin has created a bundle with four Product Options for Products A, B, C, and D. When configuring the bundle, the user should not be allowed to select both Product C and Product D at the time.

How should the admin set up Bundle A to accomplish this?

- A. Create an Option Constraint and set Type = Exclusion.
- B. Create a Product Feature and set both Min Options and Max Options to 1.
- C. Create a Product Feature and set both Min Options and Max Options to 4.
- D. Create an Option Constraint and set Type = Dependency

**Answer: A ([LEAVE A REPLY](#))**

### **NEW QUESTION: 83**

A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.

How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- B. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- C. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.
- D. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.

**Answer: ([SHOW ANSWER](#))**

### **NEW QUESTION: 84**

Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sales wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.

What is the most efficient method for the GPQ specialist to meet the business requirement?

- A. Create a formula field that leverages the IMAGE function.
- B. Create an integration between the CMS and Salesforce.
- C. Create a Rich-Text Area field and store the image value.
- D. Create a Hyperlink field that stores the URL of the image.

**Answer: C ([LEAVE A REPLY](#))**

### **NEW QUESTION: 85**

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Add the PDF as a required Additional Document on the Quote Template.

- B. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- C. Create an HTML Template Content record for the PDF and include it in a Template Section.
- D. Upload the PDF into the Documents object folder named Output Attachments.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 86**

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- B. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- C. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.
- D. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.

**Answer: ([SHOW ANSWER](#))**

**Valid CPQ-301 Dumps** shared by Actual4test.com for Helping Passing CPQ-301 Exam! Actual4test.com now offer the **newest CPQ-301 exam dumps**, the Actual4test.com CPQ-301 exam **questions have been updated** and **answers have been corrected** get the **newest** Actual4test.com CPQ-301 dumps with Test Engine here:

[https://www.actual4test.com/CPQ-301\\_examcollection.html](https://www.actual4test.com/CPQ-301_examcollection.html) (215 Q&As Dumps, **30%OFF**

**Special Discount: [Freepdfdumps](#))**