Latest [Jan 07, 2023 Real Salesforce CPQ-301 Exam Dumps Questions [Q80-Q94
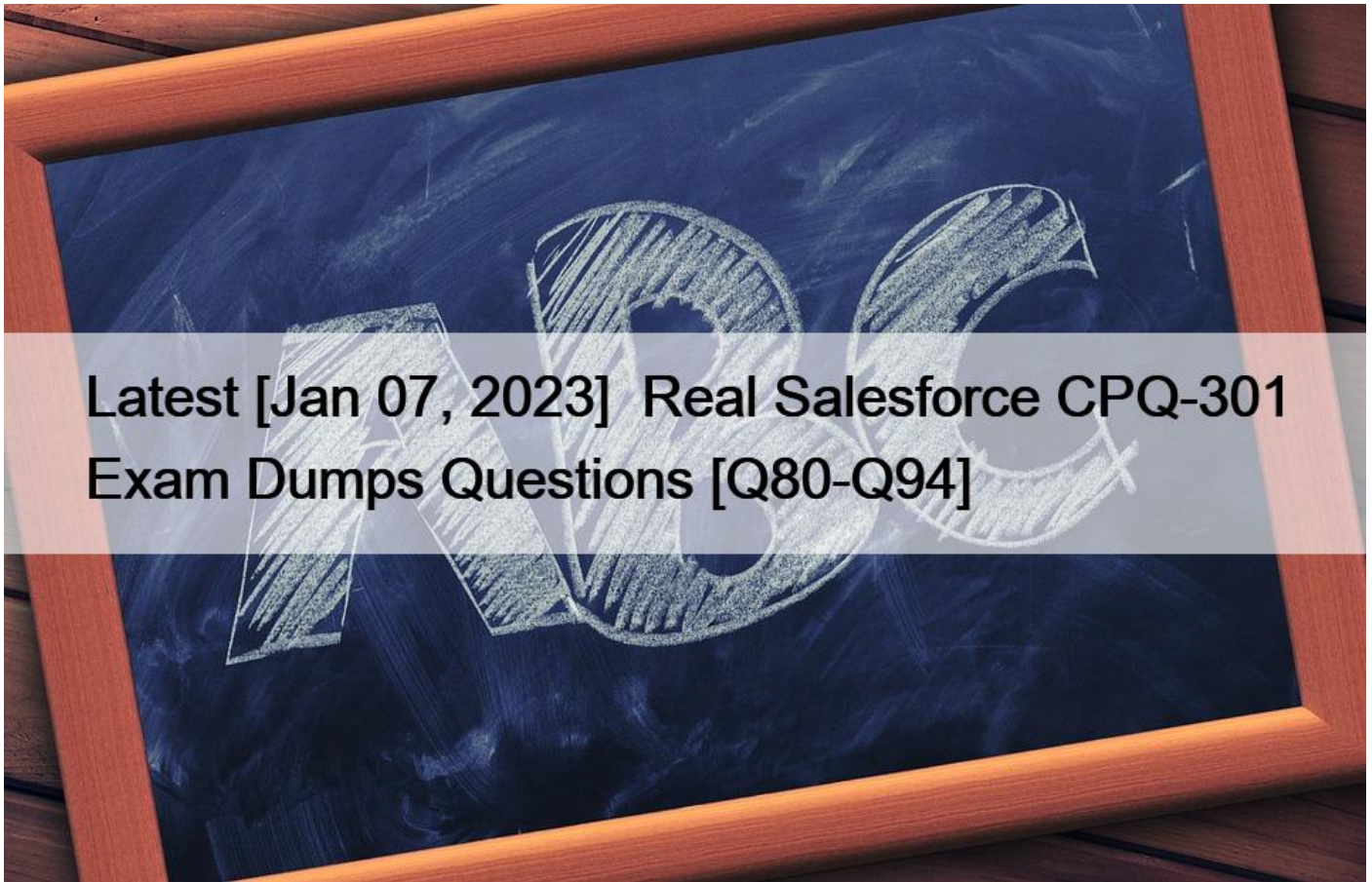

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CPQ-301 Dumps To Pass Salesforce CPQ Specialist Exam in One Day (Updated 216 Questions)

NO.80 A User creates a quote with these details: No subscription pricing products. Default Product record fields have not been altered. Renewal Model is Contract based. The Quote has been contracted. Which records will be generated?

* Assets will be created on the opportunity for each product in the quote.
* A contract will be generated with subscription for each product in the quote.
* Assets will be created on the account for each product in the quote.
* A contract will be generated with no subscriptions for each product in the quote.

NO.81 Summary Variables can be used in Rule Conditions.

* True
* False

NO.82 Universal Containers sells Tiny Boxes for $0,005 each. Tiny Boxes are Non Discountable.

How should the admin set the decimal precision for the unit price7

* Edit the Unit Price field on the Quote Line object and set the precision to 3.
* Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.

* Set the Unit Price Scale field to 3 on the tiny boxes Product record.
* Use a Price Rule that sets the Net Unit Price to $0,005 when the product is added to a Quote.

NO.83 Which two objects could a discount schedule be applied and take precedence over discount schedule identified in a product feature?
* Product
* Product Option
* Contracted Price
* Segmented Product

NO.84 Universal Containers wants to default the value of the Location process input based on the location determined on the Quote. How should the Admin fulfill this requirement?
* Add the API name of the Location field on the Quote to the Default Field picklist on process input.
* Create a Process Input field called Location and add the API name of the Location field on the quote to its picklist.
* Add the API name of the Location field on the Quote to the Default Field picklist on the quote process.
* Create twin fields that map between the Location field on the Quote to the Location process input.

NO.85 An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?
* Set and choose a Category on the Feature.
* Set Option Layout to Tabs on the Feature.
* Set Option Layout to Tabs on the Product.
* Set and choose a Group on the Feature.

NO.86 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?
* Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
* Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
* Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
* Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

NO.87 An Admin has set up option constraints in the Universal Container sandbox where Product A depends on the selection of Product B.

During testing, it is determined that Product A can be selected regardless of whether Product B has been selected or not. Why is this happening?
* Product A was set up as the Constrained Option.
* The Option Constraint was set up with type “Dependency.”
* Product B was set up as the Constraining Option.
* The Option Constraint has not been activated.

NO.88 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**
* Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote o(M.ect to prevent selection of a Special Access Product based on the level of User access.
* Create one Price Book that contains all 100 Products. Create a custom Product field to designate Genera! Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
* 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__QuotePricebookld__c on the Opportunity.
* A 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.

NO.89 A subscription product that was newly created falls to display In the Product Selection screen when users search for It What are three possible reasons for this behavior? Choose 3 answers
* The Component checkbox is TRUE on the Product record.
* The Active checkbox Is FALSE on the Product record.
* The Optional checkbox is TRUE on the Product record.
* The Product Is missing a related Cost record.
* The Product is missing a Pricebook Entry for the Quote's Pricebook.

NO.90 Universal Containers sells a subscription service priced as follows:

Which setup should the Admin implement for this pricing model?
* One discount schedule with five discount tiers
* Five block price records
* Two block price records and one discount schedule with three discount tiers
* Five block price records and one discount schedule with five discount tiers

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* Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

NO.92 Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month, UC wants to quote a Fixed Price Subscription Product with a Start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100.

What is the Prorated List Unit for the Quote Line?
* USD 118.31
* USD 100.00

* USD 125.00
* USD 116.67

NO.93 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?

* Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
* Remove the Subscription flag from the Product’s Search Filters Field Set.
* Remove the Subscription flag from the Product’s Search Results Field Set.
* Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

NO.94 What are the three major features that SBAA offers over standard salesforce approvals? (Choose 3)

* Parallel Approvals
* Dynamic Approvals
* Smart Approvals
* Hierarchical Approvals
* Email Approvals
* Group Approvers

Salesforce CPQ-301 Exam Syllabus Topics:

TopicDetailsTopic 1- Generate New Contracts to Manage Active Subscriptions Related to an Account- Use Contracted Pricing for Negotiated PricesTopic 2- Create Lookup Queries to Outsource Evaluation to a Lookup Object- Review List Pricing, Cost Plus Markup, and Block PricingTopic 3- Set Values for Quote and Quote Line Fields Declaratively- Review Housekeeping Rules- Review Course ObjectivesTopic 4- Review Product Fields Integral to Basic Salesforce CPQ Functionality- Enforce Business Logic with Product FeaturesTopic 5- Understand How Subscription Pricing Methods Affect List and Regular Price- Understand the Business Case for CPQTopic 6- Define Data Requirements to Generate Orders- Define and Build Product BundlesTopic 7- Enforce Business Logic with Option Constraints- Configure Subscription and Proration Pricing Methods

Topic 8- Class Project: Troubleshoot Common Scenarios in Salesforce CPQ- Get Familiar with Products, Price Books, and Price Book Entries

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