

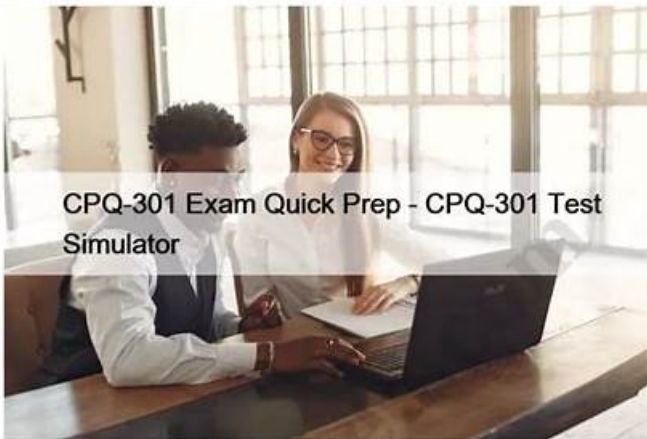
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Salesforce CPQ-301

Configure and Administer a Salesforce CPQ Solution

1



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## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q209-Q214):

### NEW QUESTION # 209

The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product A. the item the customer purchased previously?

- A. Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.
- B. Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- C. Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.
- D. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.

**Answer: C**

### NEW QUESTION # 210

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. 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.
- 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. 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.

**Answer: C**

### NEW QUESTION # 211

An Admin created a picklist field on the Product Option object called Picklist123\_\_c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123\_\_c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123\_\_c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted.

How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- B. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.
- C. Create field Picklist123\_\_c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- D. Create a Workflow Rule that updates the Product Option field upon entering configuration.

**Answer: C**

#### NEW QUESTION # 212

Universal Containers wants to give a 25% discount on a specific Product Option purchased in the Big Box bundle. In which two ways could the admin configure CPQ to automatically apply this discount? Choose 2 answers

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

**Answer: B,D**

#### NEW QUESTION # 213

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

- A. Select the Required checkbox on each Product Option in the Bundle.
- B. Select Click as the Option Selection Method on the Bundle product.
- **C. Select Add as the Option Selection Method on the Bundle product.**
- D. Select the Hidden checkbox on the Bundled Product record.

**Answer: C**

#### NEW QUESTION # 214

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