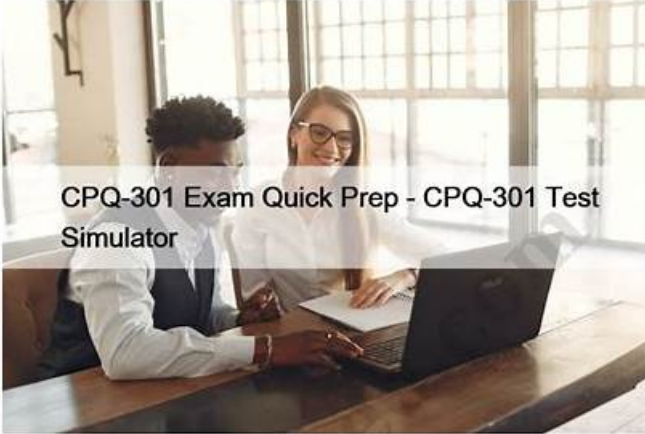


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Salesforce CPQ-301

Configure and Administer a Salesforce CPQ Solution

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## **Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q33-Q38):**

### **NEW QUESTION # 33**

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

**Answer: C**

### **NEW QUESTION # 34**

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. A Create two Price Books: one General Access Price Book with the 80 generally available Products,**
- B. 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.
- C. 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.
- D. 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.

**Answer: A**

Explanation:

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.

### **NEW QUESTION # 35**

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

- A. Set the Configuration Type to Disabled.
- B. Set the Configuration Type to Allowed and Configuration Event to Always.
- **C. Set the Configuration Type to Allowed and Configuration Event to Add.**
- D. Set the Active checkbox on Reconfigure Line Custom Action to False.

**Answer: C**

### **NEW QUESTION # 36**

The Admin at Universal Containers (UC) has created one bundle that contains all of its products as Options. The bundle has Subscription Pricing and Asset Conversion set to null on its Product record. Implementing the Product Catalog via a bundle allows UC to enforce logic about which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions.

After making selections within the bundle, a sales user saves the Quote and creates a Contract from the Opportunity associated with the primary Quote. Later, the sales user needs to amend this Contract based on new requirements from the customer. When UC amends the Contract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote. Why is bundle excluded in the Amendment Quote?

- **A. By default, bundled Assets and Subscriptions are excluded in Amendment Quotes.**
- B. The sales user must use the Amend Assets field on the Account to amend a Contract which contains Assets.
- C. The sales user neglected to select the Preserve Bundle structure field on the Contract.
- D. The bundled Product is excluded from the amendment because it lacks an Asset or a Subscription.

**Answer: A**

#### NEW QUESTION # 37

An admin wants to set up a rule involving three Term Conditions, where Term Condition 1 is required, and either Term Condition 2 or Term Condition 3 is required.

How should the admin write this advanced Condition?

- A. 1 OR (2 AND 3)
- **B. 1 AND (2 OR 3)**
- C. (1 AND 2) OR 3
- D. 1 AND 2 (3)

**Answer: B**

#### NEW QUESTION # 38

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