

New CPQ-301 Exam Test | CPQ-301 Authorized Test Dumps

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Nghiên cứu các hệ thống tích hợp với Core banking:

1. Bạn thường sử dụng các loại hệ thống tích hợp nào? Liệt kê và mô tả ngắn gọn về chúng.
2. Bạn muốn sử dụng hệ thống tích hợp nào nhất? Tại sao?
3. Theo thực trạng hiện nay, bạn quan ngại vấn đề nào của hệ thống ngân hàng? Tại sao?

Trả lời

Câu 1:

- Tích hợp core banking với NAPAS thông qua chuẩn ISO 8583 / API: Đây là lớp tích hợp cho phép kết nối trực tiếp giữa core banking và hệ thống chuyển mạch tài chính NAPAS. Luồng giao dịch thanh toán thẻ, chuyển khoản 24/7, QR và clearing được truyền và xác thực theo thời gian thực. Việc sử dụng ISO 8583 cho phép đảm bảo tính toàn vẹn message, cấu trúc data field chuẩn hóa và giảm sai lệch dữ liệu trong xử lý liên ngân hàng.

- Middleware/ESB phục vụ điều phối message đến NAPAS: Trong nhiều ngân hàng, lớp tích hợp ESB hoặc API Gateway đóng vai trò routing, transformation và load balancing nhằm giảm áp lực xử lý trực tiếp lên core banking và tránh tình trạng nghẽn giao dịch.

- Hệ thống reconciliation đối soát với NAPAS: Phục vụ đối chiếu file settlement, xử lý tra soát và bộ trữ giao dịch, đảm bảo dữ liệu khớp chính xác giữa số cái core và clearing report từ NAPAS. Điều này giúp ngân hàng hạn chế rủi ro kế toán và sai lệch số dư khách hàng.

Câu 2:

- Tối ưu hóa hiệu năng xử lý giao dịch (transaction throughput & latency):

+ Luồng giao dịch kết nối trực tiếp giữa core banking và NAPAS giúp giảm độ trễ (latency) so với mô hình qua nhiều tầng middleware.

+ Message chuẩn ISO 8583 giúp giảm overhead data, tăng tốc độ truyền.

+ Khi kết hợp Gateway middleware, có thể thực hiện load balancing, queue management, giúp hệ thống duy trì throughput ổn định trong giờ cao điểm giao dịch 24/7.

- Chuẩn hóa giao thức tích hợp và nâng cao tính tương thích hệ thống

Trang 1

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Salesforce CPQ-301 is a certification exam that is designed to test the knowledge of professionals who want to configure and administer Salesforce CPQ solutions. Configure and Administer a Salesforce CPQ Solution certification exam covers various topics such as pricing and quoting, product configuration, and Salesforce CPQ administration. Passing the exam validates the skills and knowledge of professionals in the Salesforce CPQ field and demonstrates their ability to configure and administer Salesforce CPQ solutions.

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q191-Q196):

NEW QUESTION # 191

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?

- A. USD 125.00
- B. USD 100.00
- C. USD 118.31
- D. **USD 116.67**

Answer: D

NEW QUESTION # 192

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 or 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. Twin fieJks between the Quote Une and the Opportunity Product need to be set up.
- C. Primary Quote Keeps Opportunity Products is set to FALSE in the Installed Package Settings.
- D. The triggers have been disabled in the Installed Package Settings

Answer: A

NEW QUESTION # 193

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

How should the admin meet this requirement?

- A. Set the Product's Default Pricing Table to Standard.
- B. Create a Quote formula field named StartSegmented__c that returns 0.
- C. **Set the Price Dimension's Type to One-Time.**
- D. Set the Display Order of the Desegment Line action to 1,

Answer: C

NEW QUESTION # 194

Cloud Kicks (CK) has recently phased out Product Option X and is no longer actively selling it to new customers. New customers can sign up for the current Product Option Y Instead.

Management has decided that CK will also migrate existing contracts to this new product version at renewal.

Which steps should the admin take to achieve this?

- A. Leverage a Selection Product Rule to remove the old Product, and automatically add the new Product,
- B. On the Subscription record, change the Product Lookup to refer to the new version of the Product.
- **C. Update the Renewal Product field on the Product and Product Options, and set the Renewal Forecast checkbox to TRUE on the Contract record.**
- D. Use a Price Rule to swap the Product Lookup on Quote Line when a Renewal Quote Line is generated.

Answer: C

NEW QUESTION # 195

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 non-subscription product. The Admin has already created price conditions to target quote lines for Product A where the additional discount fields are not populated. Which set of additional actions should the Admin take to support this prior purchase constraint?

- A. Create a summary variable counting the asset records for product A and create a price condition verifying that the summary variable is greater than the value 0.
- B. Create a summary variable summing the quantity 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 of the asset records for product A and create a price condition verifying that the quantity field on the asset object 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: A

NEW QUESTION # 196

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