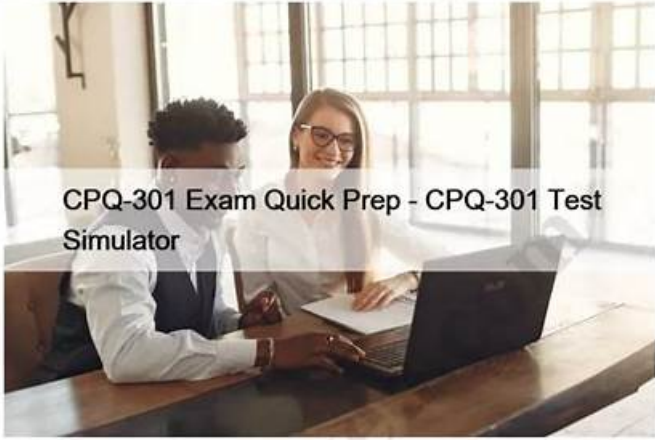


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Salesforce CPQ-301

Configure and Administer a Salesforce CPQ Solution

1



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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q201-Q206):

NEW QUESTION # 201

Which is not a pro-rate precision option (in the Package Settings)?

- A. Month + Day
- B. Day
- C. Month
- D. Month + Week

Answer: D

NEW QUESTION # 202

The admin has created a bundle with several options. The option's prices contribute to the Package Total, and must be discountable by the sales rep. However, these options must be hidden on the generated proposal document. How should the admin change the options to meet this requirement?

- A. Set Type to Related Product.
- B. Set number to a value greater than 1,000.
- C. Set Bundle to True.
- D. Set Quote Line Visibility to Quote Line Editor.

Answer: A

NEW QUESTION # 203

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

- A. The Quote Line fields that are visible.
- B. The fields that trigger a calculation event to occur.
- C. The Quote fields that may be edited.
- D. The fields that appear in the Quote Line Drawer.

Answer: A

NEW QUESTION # 204

Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually? Choose 2 answers

- A. Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.
- B. Set the product up to use the Renewable value in the Subscription Type field.
- C. Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- D. Create a workflow rule to check the Evergreen checkbox on the generated contract.

Answer: A,C

NEW QUESTION # 205

Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100.

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

- A. Set the Price Book Entry custom field Percent_of_Total_Target_c to \$100.
- B. Set the product's Percent of Total Constraint field to List price is minimum.
- C. Create a Price Book Entry of \$0 for the product.
- D. Create a Price Book Entry of \$100 for the product.

Answer: C,D

NEW QUESTION # 206

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