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You can choose the number of Configure and Administer a Salesforce CPQ Solution (CPQ-301) questions and time frame of the CPQ-301 Desktop practice exam software as per your learning needs. Performance reports of Salesforce CPQ-301 Practice Test will be useful for tracking your progress and identifying areas for further study.

Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q84-Q89):

NEW QUESTION # 84

Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group for each location. UC wants to split orders by delivery location automatically.

How should the consultant meet the requirement?

- A. Set the Order By picklist field to the Location field on the Quote Line Group, and then set the Ordered field to TRUE.
- B. Ensure the Order by Quote Line Group field is set to TRUE, and then click the Create Order button.
- C. Set the Order By picklist field to the value of SBQQ_Group__c, and then click the Create Order button.
- **D. Ensure the Order by Quote Line Group field is set to TRUE, and then set the Ordered field to TRUE.**

Answer: D

NEW QUESTION # 85

The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction.

How should an admin meet the requirement?

- **A. Create a custom checkbox, Show_Discount__c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.**
- B. Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.
- C. Create a custom field called HideAdditionalDiscount__c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount__c checked.
- D. Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount__c and display it in the Quote Line Editor.

Answer: A

NEW QUESTION # 86

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold. Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

- A. Bundled
- B. Selected
- **C. Required**
- D. Quantity Editable

Answer: C

NEW QUESTION # 87

A user has created a Quote with a Start Date of January 1, 2022, and added two subscription Quote Lines. The term of the first subscription Quote Line is set to 11. The term of the second subscription Quote Line is set to 12. The Subscription Term Unit in the Instated Package Settings is set to Months. After creating a single Contract, the user creates a renewal Quote.

If the Amendment & Renewal Behavior is set to Latest End Date, what is the End Date of each Renewal Quote Line?

- A. The End Date of both subscriptions will be November 2023.

- B. The End Date of the first subscription will be October 31, 2023; the End Date of the second subscription will be December 31, 2023.
- C. The End Date of both subscriptions will be December 31, 2023.
- D. The End Date of the first subscription will be November 30, 2023; the End Date of the second Ascription will be December 31, 2023.

Answer: D

NEW QUESTION # 88

The sales reps at Universal Containers want the Quote Line Editor to always display the column headers and the Quote Total on the desktop user interface, regardless of how many Quote Lines are present. How can an admin meet the requirement?

- A. Enable Large configurations to freeze the Total and Column Headers.
- B. Enable Compact Mode so all of the Quote Lines fit on the screen at once.
- C. Enable the Group Line items checkbox on the Quote to be checked by default.
- D. Enable Large Quote Experience to freeze the Total and column headers.

Answer: A

NEW QUESTION # 89

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