HOT CPQ-301 Exam Preview: Configure and Administer a Salesforce CPQ Solution - The Best Salesforce CPQ-301 Exam Certification Cost

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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q25-Q30):

NEW QUESTION # 25
Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.
The Product has been configured as such:
Which product and option configuration will attain the required pricing?

- A. \Users\Admin\Desktop\Data\data\Untitled.jpg
- B. \Users\Admin\Desktop\Data\data\Untitled.jpg
- C. \Users\Admin\Desktop\Data\data\Untitled.jpg

- D. \Users\Admin\Desktop\Data\data\Untitled.jpg

Answer: D

Explanation:
Set the price book entry = $100 and, 2) set the following field on product/bundle is minimum

NEW QUESTION # 26
If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure
that another manager will receive Approval requests during the period in which the original
manager is absent?

- A. Create a new Approver record, with the Group ID field set to the ID of a Public Group that
  contains all of the managers. On the original manager's Approver record, click the Replace button
  and select the new Approver record.
- B. On the original manager's Approver record, set the Delegated Approver lookup field to
  reference a different manager's Approver record, and set the Delegation End field for the date of
  the original manager's return.
- C. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the
  absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to
  the existing Approval Chain as the first step.
- D. On the original manager's Approver record, reference a different manager's Approver record in
  the Next Approver lookup field. Clear the Next Approver lookup field once the original manager
  returns from leave.

Answer: B

NEW QUESTION # 27
A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the
amended Contract, but the existing Renewal Opportunity contains only the original Opportunity Products.
Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is
updated?

- A. The Product's Subscription Type = Renewable
  The Contract's Renewal Forecast = False
  The Contract's Renewal Quoted = False
- B. The Product's Subscription Type = Renewable
  The Contract's Renewal Forecast = False
  The Contract's Renewal Quoted = True
- C. The Product's Subscription Type = Renewable
  The Contract's Renewal Forecast = True
  The Contract's Renewal Quoted = False
- D. The Product's Subscription Type = Renewable
  The Contract's Renewal Forecast = True
  The Contract's Renewal Quoted = True

Answer: B

NEW QUESTION # 28
An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.
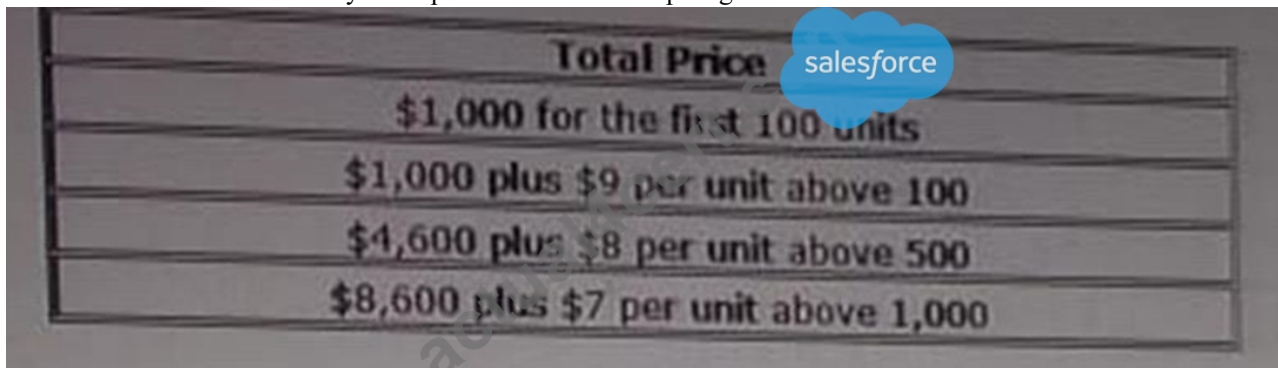Which setting should the Admin change to meet the business requirement?

- A. Set the Product field Asset Conversion picklist to One per Unit.
- B. Set the Account field Renewal Model to Asset Based.
- C. Set the Product field Asset Amendment Behavior picklist to Allow Refund.
- D. Set the CPQ Package setting Renewal Model to Asset Based.

Answer: C

NEW QUESTION # 29
Universal Containers Sells a monthly subscription service with tiered pricing:

Which two pricing configurations meet these requirements?
Choose two answers

- A. Block pricing with slab Discount Schedule
- B. List pricing with lookup price Rule
- C. Block pricing with overage
- D. Block pricing with range Discount Schedule
- E. List pricing with slab Discount Schedule

Answer: A,C

NEW QUESTION # 30

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