


2023 Updated Salesforce CPQ-301 Certification Study Guide Pass CPQ-301 Fast [Q38-Q55]



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Salesforce CPQ-301 exam covers various topics, including the basics of CPQ, product configuration, pricing and discounting, quote management, and Salesforce CPQ administration. CPQ-301 exam is designed to test the candidate's knowledge of CPQ and their ability to apply it in the real world. It also evaluates their understanding of Salesforce best practices and their ability to configure and customize the platform to meet specific business requirements.

NO.38 A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

* Ensure the Quote's Account lookup is populated.

- * Ensure the Opportunity's Primary Quote lookup is populated.
- * Check the Quote's Primary checkbox for a value of True.
- * Ensure the Quote's Opportunity lookup is populated.
- * Check the Quote's Primary checkbox for a value of False.

NO.39 The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B it is automatically selected when the User selects Product A.

The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?

- * Set Apply Immediately to True on Product record for Product A.
- * Set Apply Immediately to True on Product record for Product B.
- * Set Apply Immediately to True on Product Option record for Product B.
- * Set Apply Immediately to True on Product Option record for Product A.

NO.40 Universal Containers (UC) has products that will only be utilized as Product options inside five different bundle products. When a user adds products to the Quote line Editor, UC wants:

*Bundle products to show in the Product Selection page.

*Products that are Product Options of the bundles to be excluded from the product selection page.

How should the Admin set up the bundles?

- * Select the component checkbox on any Product that is a Product Option for the bundles.
- * Select the bundled checkbox on each Product Option and mark the Product inactive.
- * Select the selected checkbox on each Product Option and mark the Product inactive.
- * Select the Hidden checkbox for any Product that is a Product Option for the bundles.

NO.41 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?

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

NO.42 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?

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

NO.43 Universal Containers has set up an Account lookup field, Distributor__c, on the Quote to identify different distributors per group. Distributor accounts have a Discount_Level__c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- *
 - Create a Configurator Scoped Price Rule that has a Price Condition where
 - Object with value Quote Line
 - Tested Formula field with value SBQQ__Quote__r.Distributor__c
 - Operator field with value Not Equals
 - Filter Type field with value selected
 - Filter Value field with blank value
 - Add a Price Action to the Price Rule where
 - Target Object with value Quote Line
 - Target Field with value SBQQ__DistributorDiscount__c
 - Formula Field with value SBQQ__Group__r.Distributor__r.Discount_Level__c

- *
 - Create a Calculator Scoped Price Rule that has a Price Condition where
 - Object with value Quote Line
 - Tested Formula field with value SBQQ__Quote__r.Distributor__c
 - Operator field with value Not Equals
 - Filter Type field with value selected
 - Filter Value field with blank value
 - Add a Price Action to the Price Rule where
 - Target Object with value Quote Line
 - Target Field with value SBQQ__DistributorDiscount__c
 - Formula Field with value SBQQ__Group__r.Distributor__r.Discount_Level__c

NO.44 Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.

What should the admin set up to satisfy this requirement?

- * An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.
- * A value of 10 should be added to the Max Options field on the feature record.
- * The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- * The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.

NO.45 Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- * An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- * An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- * An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- * An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

NO.46 An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer's product catalog. Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

- * On the Configuration Attribute, “Apply to Product Options” is not selected.
- * A selection rule is being used to hide a configuration attribute value.
- * On the Configuration Attribute, “Hidden” is selected.
- * The user chose a configuration attribute value that cannot be mapped.
- * Create a cross-object formula field that stores the Product Field’s value in the Quote Line field.

NO.47 Which two conditions must be met so a user can change the Quantity on an Order Product? Choose 2 answers

- * The package setting Allow Multiple Orders is enabled.
- * The Order is in Draft Status.
- * The Order setting Enable Negative Quantities is enabled.
- * The Ordered checkbox on the Quote must be False.

NO.48 A renewal quote has been generated through automation 45 days before the contract ends on December 31. The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.

How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- * Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- * Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- * Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- * Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.

NO.49 The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- * Move the Clone and Delete actions into the Quote Line Editor drawers.
- * Change the Actions Column Placement in package settings to Left.
- * Update the Custom Action Location to left.
- * Set a lower value in the Display Order field in the Custom Action record.

NO.50 Universal Containers wants to default the value of the Location process input based on the location determined on the Quote. How should the Admin fulfill this requirement?

- * Add the API name of the Location field on the Quote to the Default Field picklist on process input.
- * Create a Process Input field called Location and add the API name of the Location field on the quote to its picklist.
- * Add the API name of the Location field on the Quote to the Default Field picklist on the quote process.
- * Create twin fields that map between the Location field on the Quote to the Location process input.

NO.51 Universal Containers (UC) maintains a large Product catalog with more than 500 Products. Ten Products from various Product Families are frequently requested and purchased by UC’s customers and must be easy to find for users.

How should the admin meet the requirement?

- * Set the Sort Order for each of the ten Product records to a numeric value that is greater than any other Product.
- * Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products.
- * Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.
- * Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.

NO.52 Universal Containers sells a container management bundle with Product Options representing different service levels. The

admin has created a Configuration Attribute for the bundle to let users specify the service level.

What should the admin do to limit the options in the bundle that are displayed to the user when a service level is selected?

- * Create a validation Product Rule that uses a Lookup Query to a custom object and shows a message to the user when an inconsistent option is selected.
- * Create a selection Product Rule that uses a Lookup Query to a custom object and shows or hides Product Options based on the service level.
- * Create a Price Rule that uses a Lookup Query and sets the quantity to zero for any Product Options that are mismatched with the selected service level.
- * Create a filter Product Rule that uses a Lookup Query and shows the relevant Product Options for the selected service level.

NO.53 While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. Management has asked the Admin to Streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the Admin enable to meet this requirement?

- * Calculate Immediately
- * Use Legacy Calculator
- * Use Inactive Prices
- * Enable Quick Calculate

NO.54 Universal Containers sells Tiny Boxes for \$0,005 each. Tiny Boxes are Non Discountable.

How should the admin set the decimal precision for the unit price?

- * Edit the Unit Price field on the Quote Line object and set the precision to 3.
- * Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.
- * Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- * Use a Price Rule that sets the Net Unit Price to \$0,005 when the product is added to a Quote.

NO.55 Universal Containers sells their subscription products only in whole months. The Users at Universal Containers are sometimes entering values into Start Date and End Date and leaving Subscription Term blank. They are finding that subscription pricing is not working as they would expect because the dates they are choosing do not equate to exact months. This leads to pricing that may be a few cents or even a few dollars off. The Admin would like to find a solution that does not require forcing the users to use Subscription Term. What should be done so that the pricing is rounded to the expected value?

- * In the package settings, set Subscription Prorate Precision to Monthly.
- * On the Quote object, set the Subscription Prorate Precision field to Monthly.
- * Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.
- * Create a Price Rule that takes the user-entered date and calculates a rounded Term.

Salesforce CPQ-301 exam is a two-hour exam that consists of 60 multiple-choice questions. CPQ-301 exam is designed to test your

knowledge of CPQ configuration, pricing and quoting, product configuration, and quote template design. CPQ-301 exam also covers topics such as product rules, price rules, discount schedules, and quote line editor.

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