

Salesforce

CPQ-301 Exam

Configure and Administer a Salesforce CPQ Solution

Question: 1

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

- A. Ensure the Quote's Account lookup is populated.
- B. Ensure the Opportunity's Primary Quote lookup is populated.
- C. Check the Quote's Primary checkbox for a value of True.
- D. Ensure the Quote's Opportunity lookup is populated.
- E. Check the Quote's Primary checkbox for a value of False.

Answer: A, B, C

Explanation:

Question: 2

Universal Containers (UC) utilizes bundles to sell hardware and related accessories together as a package. Several of the accessories are component-type Options, with quantities dependent on the hardware. UC wants to begin using split Orders to manage a fulfillment process, with Orders broken out based on when items are shipped to the customer.

What should UC consider before implementing split Orders ?

- A. The hardware bundle and component-type Options can be split manually.
- B. The hardware bundle and component-type Options can be split into separate Orders without preserving the bundle structure.
- C. The hardware bundle and component-type Options must be placed in the same Order together.
- D. The hardware bundle and component-type Options can be split using the Order By field.

Answer: B

Explanation:

Question: 3

"UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

- A. Pricing Method set to Percent of Total and Subscription Pricing blank
- B. Pricing Method set to Custom and Subscription Pricing set to Custom"

- C. Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- D. Pricing Method set to List and Subscription Pricing set to Percent of Total

Answer: A, D

Explanation:

Question: 4

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?

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

Answer: A

Explanation:

Question: 5

When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135.
If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

- A. Set the Unit Price field on the processor Product Option to a value of 180.
- B. Set the Discount % field on the processor Product Option to 10%.
- C. Set the Bundled checkbox to True.
- D. Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.

Answer: C
