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Exam : **CPQ-301**

Title : Configure and Administer a Salesforce CPQ Solution

Version : DEMO

1.An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with".

If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

A. Sales reps can replace the text, but are unable to leave the required field blank.

B. Sales reps can change the operator from "starts with" to "contains".

C. Sales reps can see the filter, but are unable to alter the filter text.

D. Sales reps can delete the text to ignore the filter.

Answer: D

2.Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted.

What is the likely cause?

A. The Revised Quantity has been set on the Subscription record.

B. The Products have a Discount Schedule and Cross Order is not selected.

C. A Price Rule is firing Before Calculate and changing the Regular Unit Price.

D. A Price Rule is firing On Calculate and changing the Effective Quantity.

Answer: B

3.Subscription Product A has a Subscription Term of 6, a List Price of $100, and a Ranged Discount Schedule. A user has added this Product a Quote with a Term of 12.

A u The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Pnce m this scenario?

A. Regular Pnce of $150

B. Regular Price of $75

C. Regular Price of $200

D. Regular Price of $100

Answer: B

4.In what way does Smart Approvals expedite the approval process?

A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.

B. Quotes within defined thresholds will be automatically approved.

C. Quotes with multiple steps in the approval chain go directly to the highest approver required.

D. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

Answer: D

5.In what way does Smart Approvals expedite the approval process?

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Answer: D