

# Salesforce.CPQ-301.v2023-09-22.q155

□□□□:	CPQ-301
□□□□:	Configure and Administer a Salesforce CPQ Solution
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□□:	v2023-09-22
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<a href="https://www.krdump.com/Salesforce.CPQ-301.v2023-09-22.q155.html">https://www.krdump.com/Salesforce.CPQ-301.v2023-09-22.q155.html</a>	

## NEW QUESTION: 1

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Answer: C ([LEAVE A REPLY](#))

## NEW QUESTION: 2

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Answer: B ([LEAVE A REPLY](#))

## NEW QUESTION: 3

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Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 4**

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Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 5**

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Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 6**

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Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 7**

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Answer: A,D ([LEAVE A REPLY](#))

**NEW QUESTION: 12**

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- A. USD 100.00
- B. □□ 116.67□□
- C. □□ 118.31□□
- D. □□ 125.00□□

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 13**

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- B. □□
- C. □□□
- D. □□

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 14**

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Answer: C ([LEAVE A REPLY](#))



- A. 20 units of C
- B. 20 units of B
- C. 5 units of D
- D. 10 units of A

Answer: B (LEAVE A REPLY)

**NEW QUESTION: 19**

Universal Containers PDF. PDF

PDF

- A. PDF
- B. PDF
- C. PDF
- D. PDF

Answer: B (LEAVE A REPLY)

**NEW QUESTION: 20**

UC(Universal Container) UC

UC

- A. 100, 100
- B. 100, 100
- C. 100, 100
- D. 100, 100

Answer: D (LEAVE A REPLY)

**NEW QUESTION: 21**

Universal Containers

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$5 per unit above 100
\$4,600 plus \$3 per unit above 500
\$9,300 plus \$7 per unit above 1,000

- A. 100 units
- B. 100 units
- C. 100 units



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- A. Quote □□□ Line Editor Field Set□ □□ □□□ □□□ □□□□□.
- B. CPQ\_Lookup□□□ □□□ □□□ □□ □□□ □□□ □□□□.
- C. □□ □□□ □□□ API □□□ □□□□ □□□ □□□ □□ □□□ □□□□.
- D. Quote Line □□□ □□□□□ □□ □□□ □□□□□.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 26**

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Answer: D ([LEAVE A REPLY](#))

**NEW QUESTION: 27**

Universal Containers□ □□ □□□□ □□ □ □□□ □□ □□□□ □□ □□ □□ □□□□ □□□ □□ □□□ □□□□  
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- C. Quote Line □□□ Square Footage □□□ Twin Field□ □□□□.
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Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 28**

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Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 35**

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Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 36**

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Answer: A,C ([LEAVE A REPLY](#))

**NEW QUESTION: 37**

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- B. □ □□ □□ □□□ □ □□□ □□□ □□ □□□ □□□ □□□.
- C. □ □□ □□□ □□ □ □□ □□□□ □□□□ □□□.
- D. □ □□ □□ □□□ □□□ □□□ □□ □□□□ □□□ □□□.

Answer: D ([LEAVE A REPLY](#))

**NEW QUESTION: 44**

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- B. □□ □□□ □□ □ □□ □□ □□□ □□ A□ B□ □□ □□□□□□ □□□□□□ □□ □□ □□. □□□□ □□ B□ □  
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- C. □□ A □ B□ □□ □□ □□□□ □□ □ □□ □□ □□□ □□□ □□ □□ □□. □□□□ □□ □□□ □□ B□ □□  
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- D. □□ B□ □□□□ □□□ □□ □□ □□□ □□ A□ □□□□ □□ A□ □□□□ □□□ □□ □□ □□□ □□ B□ □  
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Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 45**

Universal Containers□ □□□□ □□ □□ □□ □□□ □□□□ Opportunity Z□ □□ □ □□□ □□□□□□.  
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- A. □□ □ □□ □□
- B. □□ □ □□ □□
- C. □□, □□ □□ □ □□ □□
- D. □□ □□ □ □□ □□

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 46**

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- A. □□□ □□□ □□ □□□ □□ □□□ □□□ □□□□ □□□.
- B. Quote□ Order By □□ □□□ SBQQ\_\_StartDate\_\_c□ □□□□ Ordered □□□□ True□ □□□□□.





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- A. □□□ □□□□□□ □□□.
- B. □□ □□□□ True□ □□□□ □□□.
- C. □□ □□ □□□ □□□ □□□.
- D. □□ □□ □□□ False□ □□□□ □□□ □□□.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 54**

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- A. 0
- B. □
- C. □□
- D. 1

Answer: D ([LEAVE A REPLY](#))

**NEW QUESTION: 55**

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- A. □□□□ □□□ □ □□□ □□ □□□ □□□ □□□ □□□□□.
- B. □□□□ □□□ □ □□□ □□ □□□ □□ □□□ □□□ □□□□□.
- C. □□□□ □□□ □ □□□ □□ □□□ □□□ □□ □□□ □□□□□.
- D. □□□□ □□□ □ □□□ □□ □□□ null□ □□□□□.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 56**

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- A. □□□ □□ □□ □□ □□ □□ □□□ □□□□.
- B. □□□ □□□ Slab □□ □□□ □□□□.
- C. □□□ □□ □□ □□ □□ □□□ □□ □□□ □□□□□.
- D. □□□ □□ □□ □□ □□ 1□□□.

Answer: A,C ([LEAVE A REPLY](#))

**NEW QUESTION: 57**

Universal Containers□ □□ B□ □□□□ □□ □□□□ □□ A□ □□□ □ □□ □ □□ □□ A□ □□□□□ □□□ □ □□.

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- A. □□
- B. □□







- C. ApplyPartnerDiscountfirst\_\_c □□ □□ 1□ □□□□ □□□ □□□□□.
- D. ChannelDiscountsOffUst\_\_c □□ □□ 1□ □□□□ □□□ □□□□□□.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 69**

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- A. □□ □□□ □□ □□ □□ = TRUE□ □□□□□.
- B. □□ □□ □□□ □□ □□□□ □□□□□.
- C. □□□ □□ □□□ □□□ □□ = TRUE
- D. □□ □□□ □□□□□ □□□□□.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 70**

Universal Containers□ □□□ Net 30□ □□ □□□ □□ □□ □□ □□ □□ □□ □□□□□ □□□. □ □□ □ □□ □□□□ □ □□□ □ □□ □□□ □□□□□?

- A. Column Lines □□□ □□□ □□ □□□ □□□□.
- B. □□ □□□ Net 30□□ □□□□ □□□ □□ □□□ □□□□.
- C. Monthly Price □□ Quote Line □□□□□ □ □□ □□□ □□□□.
- D. □□ □□ □□ □□ □□ □□ □□□ □□□□□.

Answer: A,D ([LEAVE A REPLY](#))

**NEW QUESTION: 71**

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- B. □□□ □ □□□ □□ □□□ □□□ □□□□□.
- C. □□□ □ □□□ □□ □□□ □□□ □□□□□.
- D. □□□ □ □□□ □□ □□ □□ □□□ □□□□□.

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 72**

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- B. □□□ □□ □□ □□□ □□ □□□ □□ □□ □□□□ □□□□□.



**NEW QUESTION: 76**

Universal Containers is implementing a new CRM system. The system will be used by sales representatives to manage their accounts and track their sales. The system will be used by sales representatives to manage their accounts and track their sales. The system will be used by sales representatives to manage their accounts and track their sales.

- A. Sales representatives will be able to view and edit account information.
- B. Sales representatives will be able to view and edit account information.
- C. Sales representatives will be able to view and edit account information.
- D. Sales representatives will be able to view and edit account information.

Answer: (SHOW ANSWER)

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**NEW QUESTION: 77**

Universal Containers is implementing a new CRM system. The system will be used by sales representatives to manage their accounts and track their sales. The system will be used by sales representatives to manage their accounts and track their sales. The system will be used by sales representatives to manage their accounts and track their sales.

- A. Sales representatives will be able to view and edit account information.
- B. Sales representatives will be able to view and edit account information.
- C. Sales representatives will be able to view and edit account information.
- D. Sales representatives will be able to view and edit account information.

Answer: (SHOW ANSWER)

**NEW QUESTION: 78**

Universal Containers is implementing a new CRM system. The system will be used by sales representatives to manage their accounts and track their sales. The system will be used by sales representatives to manage their accounts and track their sales. The system will be used by sales representatives to manage their accounts and track their sales.

- A. Sales representatives will be able to view and edit account information.
- B. Sales representatives will be able to view and edit account information.
- C. Sales representatives will be able to view and edit account information.
- D. Sales representatives will be able to view and edit account information.

Answer: D (LEAVE A REPLY)

**NEW QUESTION: 79**

Universal Containers is implementing a new CRM system. The system will be used by sales representatives to manage their accounts and track their sales. The system will be used by sales representatives to manage their accounts and track their sales. The system will be used by sales representatives to manage their accounts and track their sales.

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- A. □□ □□□ □□ □□□□ □□ □□□□ □□□□□□□.
- B. □□□ □□ □□ □□□ □□ □□□□ □□□□□ □□□.
- C. □□ □□□ Net-New □□ □□□ CPQ □□□ □□□□ □□□ □□□□ □□□.
- D. □□ A□ □□□ □□ □□□□ □□ □□□□□.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 80**

Universal Containers□ □□□ □□ □□ □□ □□□ □□ □□□ □□□ 12□□ □□ □□□ □□□□□ □□□□□.

- A. □□□□ □□ □□□ □□□□ □□ □□□ □□ □□ □□□□ □□□ □ □□□□.
- B. □□ □□□ □□□□ Quote Start Date□ □□□ □□□□□ Quote Lines□ □□□□ □□□ 12□□ □□□ □□□□□□.
- C. □□ □□□ □□□□ □□ □□□ □□□□ 12□□□□ □□□□□. □□ □□ > □□ > □□ □□□ □□□□□ □□□□□ □□□□.
- D. □□ □□□ □□□□ □□ □□ □□ □□□ 0□□ □□□□□□□ □□□ □□□□□ □□□□□. □□ □□ > □□ > □□ □□□ □□□□□ □□□□□.

Answer: B,C ([LEAVE A REPLY](#))

**NEW QUESTION: 81**

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- A. Tested □□□ □□ □□□ API □□□□□.
- B. □□□ □□□ □□□□.
- C. □□ □□ □□□□ Salesforce ID□□□□.
- D. □□ # □□□ □.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 82**

Universal Containers□ □□□□ □□ □□ □□□ □□ □□□ □□ □□ □□□□ □□□□ □ □□□ □□ □□□ □□□ □□□.

- A. □□□ □□□□ □□ □ □□□□□ □□ □□□□ □□□ □□ □□□ □□ □□□□ □□□□□□.
- B. □□□ □□ □□ □□□□ □□□ □□ □□ □ □□ □□□□ □□□□□ Price Action□ □□ □□□□.
- C. □□ □□□□ □□□□ □□ □□□□ □□ □□□□□.
- D. □□□ □□ □□□ □□ □□□□ □□□□ □□ □□□ □□□□ □□ □□□ □□□ □□□ □□□.

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 83**

Universal Containers 2019 Price Book USD 100 EUR 95. 2018 Price Book USD 100 EUR 95. 2019 Price Book USD 100 EUR 95. 2018 Price Book USD 100 EUR 95.

2019 Price Book USD 100 EUR 95. 2018 Price Book USD 100 EUR 95. 2019 Price Book USD 100 EUR 95. 2018 Price Book USD 100 EUR 95?

**A.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book True

**B.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book True

**C.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book True

**D.** 2019 Price Book 2018 Price Book 100 USD, 2019 Price Book 100 USD, 2018 Price Book 95 EUR, 2019 Price Book 95 EUR, 2018 Price Book 95 EUR, 2019 Price Book 95 EUR, 2018 Price Book 95 EUR.

2019 Price Book 2018 Price Book 95 EUR, 2019 Price Book 95 EUR, 2018 Price Book 95 EUR, 2019 Price Book 95 EUR, 2018 Price Book 95 EUR.

2019 Price Book 2018 Price Book True

**Answer: (SHOW ANSWER)**

**NEW QUESTION: 84**

UC(Universal Containers) 2019 Price Book USD 100 EUR 95. 2018 Price Book USD 100 EUR 95. 2019 Price Book USD 100 EUR 95. 2018 Price Book USD 100 EUR 95.

2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book 100 USD 95 EUR?

**A.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

**B.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

**C.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

**D.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 85**

Universal Containers(UC) 2019 Price Book USD 100 EUR 95. 2018 Price Book USD 100 EUR 95. 2019 Price Book USD 100 EUR 95. 2018 Price Book USD 100 EUR 95.

**A.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book 100 USD 95 EUR

**B.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book 100 USD 95 EUR

**C.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book 100 USD 95 EUR

**D.** 2019 Price Book 2018 Price Book 100 USD 95 EUR

2019 Price Book 2018 Price Book 100 USD 95 EUR

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 86**

Universal Containers has a custom object named `Account`. The `Account` object has a `OwnerId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`.

- A. `Account` object.
- B. `Account` object.
- C. `Account` object.
- D. `Account` object.

Answer: [\(SHOW ANSWER\)](#)

**NEW QUESTION: 87**

Universal Containers has a custom object named `Account`. The `Account` object has a `OwnerId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`.

- A. `Account` object.
- B. Quote Line Group `Account` object.
- C. Quote Line `Account` object.
- D. Quote `Account` object.

Answer: D [\(LEAVE A REPLY\)](#)

**NEW QUESTION: 88**

Northern Trail Outfitters(NTO) has a custom object named `Account`. The `Account` object has a `OwnerId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`.

- A. `Account` object.
- B. Opportunity `Account` Lightning Quick Action `Account` object.
- C. `Account` object.
- D. `Account` object.

Answer: D [\(LEAVE A REPLY\)](#)

**NEW QUESTION: 89**

Universal Containers has a custom object named `Account`. The `Account` object has a `OwnerId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`. The `Account` object has a `ParentId` field of type `Text`.

- A. `Account` object.
- B. `Account` object.
- C. Desegment Line `Account` object 1 `Account`,
- D. 0 `Account` StartSegmented\_\_c `Account` object.

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 90**

□□□□ □□ A□ □□ B□ □□□ □□ □□□□ □□ □□□□ □□ □□ □□□ □□□□□□. □□□ □□ □□ B□ □□ □□□ □□□□ □□ A□ □□□ □ □□□ □□□□□□. □ □□ □□ □□□□□?

- A. □□ A□ Constrained Option□□ □□□□□□□□.
- B. Option Constraint□ "Dependency" □□□□ □□□□□□□□.
- C. □□ B□ Constraining Option□□ □□□□□□□□.
- D. □□ □□□ □□□□□□ □□□□□□.

Answer: D ([LEAVE A REPLY](#))

**NEW QUESTION: 91**

□□ □□ A□ □□ □□□ 6□□ □□□ \$100□□ □□ □□ □□□ □□□□□. □□□□ □ □□□ □□□ 12□ □□□ □□ □□□□.

A u □□ □□ □□□ □□□□ 25% □□□ □□□□□□. □ □□□□□□ □□ Pnce□ □□□□□□?

- A. □□ \$200
- B. □□ \$100
- C. \$150□ □□ Pnce
- D. □□ \$75

Answer: D ([LEAVE A REPLY](#))

**CPQ-301** □□ □□□ □□□□□ □□ DumpTop □□ □□□□ □□□ CPQ-301 □□! DumpTop □ □□ **CPQ-301** □ □□□ □□□□□□□, DumpTop CPQ-301 □□ □□□ □□□□□□□□□ □□□ □□□□□□□□. □□□□ □□□ □ □□□ □□ DumpTop CPQ-301 □□□ □□□□□□. <https://www.dumptop.com/Salesforce/CPQ-301-dump.html> (215 Q&As Dumps, **30%OFF Special Discount: KrDump**)

**NEW QUESTION: 92**

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- A. Quote Line □□□ □□□ Segmented Line Editor □□□ "Partial Segment" □□□ □□□□□.
- B. "First Segment Term End Date" □□□ Quote □□□ □□□ Line Editor □□□ □□□□□.
- C. Quote Line □□□ □□□ Segmented Line Editor □□□ "Start Date" □ "End Date" □□□ □□□□□.
- D. Quote Line □□□ □□□ Segmented Line Editor □□□ "Subscription Term" □□□ □□□□□.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 93**

□□ □□(□□ x □□□ □□ □□□ □□□)□ □□□□ □□□ □□ □□□ □□□□□ □□□ □□□□□□?



- A. □□ □□, □□ □□, □□ □□, □□ □□
- B. □□ □□, □□, □□ □□, □□ □□
- C. □□ □□, □□ □□, □□, □□ □□, □□ □□
- D. □□, □□ □□, □□ □□, □□ □□, □□ □□

Answer: D ([LEAVE A REPLY](#))

**NEW QUESTION: 96**

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- A. □□□ □□□□□ □□□□ □□□□□ □□□□ □□□□□ □□ □□□□□.
- B. □□ □□ □□□□ □□ □□/□□□□ □□ □□□□□ □□□ □□□□□.
- C. □□ □□ □□□□□ □□ □□ □□□ □□□□ □□ □□□□ □□ □□ □ □□□□ □□□ □□□ □ □□□ □□□.
- D. □□ □□ □□□□ □□ □□ □□ □□□□□ □□□ □□□□□.

Answer: B,C ([LEAVE A REPLY](#))

**NEW QUESTION: 97**

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- A. □□ □□ □□ □□□□ □□ □□ □□□ □□□□□ Process Builder □ □□□□. □ □□□ □□ □ □□□□ □□□□ □ □□□□□.
- B. □□□ □□□□ □□□□ □□□ □□□□ □□□ □□□ □□ □□□□ □□□□. □□ □□ □□□ □□□□□ □□ □ □ □□ □□ □□□□□□□.
- C. □□□ □□ □□□ □□□ API □□□□□ Quote Line □□□ □□□ □□□ □□□□□. Quote Line □□□ □□□□ □□ □□□□ □□ □□□ □□□□□.
- D. □□ □□□□ □□ □□ □□□ □□□□ □□ □□ □□□ □□□□ □□ □□ □□□ □□□□□. □□ □□□□ □□ □□□□□ □□ □□□ □□□□□ □□□□□.

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 98**

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- A. □□ □□□□ □□□ □□□□□ □□ □□□□ □□□ □□□□ □□□□□□.
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- □□.
- B. □□ □□□□ □□□ □□□□□ □□□ □□□ □□ □□□ □□□□ □□□□□.
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A. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
B. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
C. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
D. Process Builder \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_

Answer: A,C ([LEAVE A REPLY](#))

**NEW QUESTION: 103**

\_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
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\_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
\_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_?  
A. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
\_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
B. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
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C. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
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D. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
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Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 104**

\_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
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A. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
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B. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ SBQQ\_\_ProductName\_\_c \_\_\_\_\_ "\_\_\_\_\_ A" \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
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C. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_  
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D. \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_ \_\_\_\_\_

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Answer: B ([LEAVE A REPLY](#))

#### NEW QUESTION: 105

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□□□□ □ □□□ □□□□ □□□□□ CPQ□ □□□ □ □□ □ □□ □□9 Choosa 2 □□

- A. □□□ □□□ □□□ □□□□ 25% □□□ □□□□ □□ □□□ □□□□.
- B. □□□ □□ □□ Faatura□ □□ □□ □□(%) □□□□□.
- C. Packaga□ Sat Oiscountad□ □□□ □□ □□ □□□□ TRUE□ □□□□□□□.
- D. □□□ □□ □□ □□□ □□ Oiscount(H)□ □□□□.

Answer: ([SHOW ANSWER](#))

#### NEW QUESTION: 106

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- A. □□ □□
- B. □□ □□ □□ □□
- C. □□ □□
- D. □□ □□

Answer: A ([LEAVE A REPLY](#))

**CPQ-301** □□ □□□ □□□□□ □□ DumpTop □□ □□□□ □□□ CPQ-301 □□! DumpTop □ □□ **CPQ-301** □  
□ □□□ □□□□□□, DumpTop CPQ-301 □□ □□□ □□□□□□□□ □□□ □□□□□□□□. □□□□ □□□ □  
□□□ □□ DumpTop CPQ-301 □□□ □□□□□. <https://www.dumptop.com/Salesforce/CPQ-301-dump.html> (215  
Q&As Dumps, **30%OFF Special Discount: KrDump**)

#### NEW QUESTION: 107

Universal Containers□ □□□□ □□□ □□□ □□ □□□ □□□□ □□ A□ □□ □□□ □□□ □ □□□□. □ □□ □  
□□ □□□□ □□ □□□□ □□ □□ □□ □□□□ □ □□□ □□□□□?

- A. □□
- B. □□□
- C. □□ □□
- D. □□
- E. □□

Answer: ([SHOW ANSWER](#))

#### NEW QUESTION: 108

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□□□ □ Hidden + TRUE□ □□□□ □□□.



- 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

B)

- 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

A.   B

B.   A










Answer: B ([LEAVE A REPLY](#))










**NEW QUESTION: 113**

"UC        PDF  .  PDF        .

                 ?

A.       PDF   .



















B.         .

C.  PDF        .




D.  PDF      .








Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 114**

"UC            HTML       .

                 ?

A. Salesforce       .

B. img  HTML      .

C. img    CSS     .









- B. □□□ □□ □□□ □□ □□□□ □□□□
- C. □□ □□□ □□ □□□ □□ □□
- D. □□ □□□ □□ □□

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 131**

UC(Universal Containers)□ □□ □□□□ □□□ □□ □□□ □□ □□□□ □□□□ □□□ □□ □□ □□ □□ □□ □□ □□ □□□□.

UC□ □□ □□□□ □□ □□□□ □□□ □□ □□□ □□□ □ □□ □□□□ □□ □□□□ □□□□□ □□□ □□□ □□□□□?

- A. □□□ □□ □□ □□ □□□□ □□ □□□□ □□□□□□.
- B. □□ □□ □□ □□□ □□ □□ True□ □□□□ □□ □□ □□□ □□ □□□□ True□ □□□□□.
- C. □□ □□ □□ □□□ □□ □□ □□□□ □□□□□.
- D. □□□ □□ □□ □□ □□□□ □□ □□□□ □□□□□.

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 132**

Universal Containers□ □□□□ □□ □□ □□□□□ □□ □□□ □□ □ □□ □□□ □□□□□ □ □□□ □□ □□□ □□ □□□□ □□□□□.

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- A. □□□ □□ □□ □□□□ □□ □□ □□□ □ □□ □□ □□□□□.
- B. Clone □ Delete □□□ Quote Line Editor □□□□ □□□□□.
- C. □□□ □□□□ □□ □ □□□ □□□□ □□□□□.
- D. □□□ □□ □□ □□□ □□□□ □□□□□□□□.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 133**

Universal Containers□ □□□ □□□ □□□ □□□□ □□ □□□ □□□ □□□□ □□ □□□ □□□□□. □□□□ □ □□ □□□□□ □□□□ □□□ □□□ □□□ □ □□□ □□□ □□ □□ □□□ □□□□□□.

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□□ 2□ □□

- A. □□□ □□□ □□ □□ □□□ □□□□ □□□□ □□□ □□ □□ □□□ □□□□.
- B. □□ □□□□ □□ □□□ TRUE□ □□□□ □□□ □□□□□□.
- C. □□ □□□ □□□ □□ □□□□ TRUE□ □□□□ □□□ □□□□□□.
- D. □□□ □□□ □□ □□ □□□ □□□□ □□□□ □□□ □□ □□ □□□ □□□□.

Answer: B,D ([LEAVE A REPLY](#))

**NEW QUESTION: 134**



- A. □□ □□
- B. □□ □□
- C. □□
- D. □□□□ □□

Answer: A,B ([LEAVE A REPLY](#))

**NEW QUESTION: 138**

Amendments□ □□□□ □□□ □ □□ □ □□ □□□□□ □□□□□? □□ 2□ □□

- A. □□ □□□ □□□ □□□□□. □□ □□□ □□ □□ □□
- B. □ □□□ □□□□□□. □□ □□□ □□ □□□ □□
- C. □ □□ □□; □□ □□□ □□ □□
- D. □□ □□□ □□□ □□□□□. □□ □□□ □□□ □□ □□

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 139**

Universal Containers□ □□□□ □□ □□□□ □□ □□□□ □□□ □□□ □□ □□□□ SKU□ □□□□ □□ □□□□ □□□□□ □□□. □ □□□ □□□ □□□ □ □□ □□□ □□□□□?

- A. □□□ □□ □□ □□□
- B. □□□ □□ □□
- C. □□ □□ □□ □□
- D. □□□□ □□ □□
- E. □□□□ □□

Answer: B,D,E ([LEAVE A REPLY](#))

**NEW QUESTION: 140**

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- A. □□ □□ □□
- B. □□ □□
- C. □□ □□ □□
- D. Quote Line □□

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 141**

UC(Universal Containers)□ □□ □□□□ □□□ □□□□□ □□□□□. UC □□ □□□□ □□ □□□ 36□□□ Quote □ □□□ Opportunity□ □□□□□□. □□□□□ □□□ □□ □□ □□ 100□□ □□□□ □□□ □□□□□□. □□□□ □□ □□ □□□□ □□ 80□ □□□□□ □□□ □□□□□. 2□□ □□□□ □□□□ □□ 120□ □□□□□ □□ □ □□ □□□ □□ □□□□□. □□ □□□□ □□□□ □□ □□□ □□□□□ □□□ □□□ □□□□□□?

- \* 100 80
- \* 80 0 40
- \* 120 -20 40

- A. 100, 80, 120
- B. 80, 0, 40
- C. 120, -20, 40
- D. 100, -20, 40

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 142**

Universal Containers is implementing a new order management system. The system will allow users to create orders and track their status. The system will have the following requirements:

- Orders must be created by a user with the 'Create Order' role.
- Orders must be created in the 'New' status.
- Orders must be created with a 'Priority' of 'High' or 'Medium'.

- A. The 'Create Order' role must be assigned to the 'New' status.
- B. The 'Create Order' role must be assigned to the 'High' and 'Medium' priorities.
- C. The 'Create Order' role must be assigned to the 'High' and 'Medium' priorities and the 'New' status.
- D. The 'Create Order' role must be assigned to the 'High' and 'Medium' priorities and the 'New' status and the 'Priority' field.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 143**

Universal Containers is implementing a new order management system. The system will allow users to create orders and track their status. The system will have the following requirements:

- Orders must be created by a user with the 'Create Order' role.
- Orders must be created in the 'New' status.
- Orders must be created with a 'Priority' of 'High' or 'Medium'.
- Orders must be created with a 'CPQ' value of 'Yes' or 'No'.

- A. The 'Create Order' role must be assigned to the 'New' status and the 'CPQ' field.
- B. The 'Create Order' role must be assigned to the 'High' and 'Medium' priorities and the 'CPQ' field.
- C. The 'Create Order' role must be assigned to the 'High' and 'Medium' priorities and the 'CPQ' field and the 'Status' field.
- D. The 'Create Order' role must be assigned to the 'High' and 'Medium' priorities and the 'CPQ' field and the 'Status' field and the 'Priority' field.

Answer: ([SHOW ANSWER](#))

**NEW QUESTION: 144**

Universal Containers is implementing a new order management system. The system will allow users to create orders and track their status. The system will have the following requirements:

- Orders must be created by a user with the 'Create Order' role.
- Orders must be created in the 'New' status.
- Orders must be created with a 'Priority' of 'High' or 'Medium'.
- Orders must be created with a 'CPQ' value of 'Yes' or 'No'.

- A. \* 100 80: 1
- \* 80 0: 40
- \* 120 -20: 40
- B. \* 100 80: 12
- \* 80 0: 40
- \* 120 -20: 40
- C. \* 100 80: 1



D. □□□ □□ □□ □□ = □□ □ □□ □□ □□□□ □□□□□.

Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 148**

Universal Containers□□ □□ □□□ □□□ □□□□ □□□□□. □□□ □□ □ □□□ □□ A□□ □□ □□ □□□ □□□ □□ □□□ □□□□□.

□□□□ □□ □□□ □□□ □ □□ A□ □□ □□ □□ □□□ □□□□□ □□ □□□ □□□ □□□□ □□□□ □□□□ □□□□?

- A. □□ □□ A□ □□ □□□ □□□□ □□ □□□□ □□ □□ □□□□ True□ □□□□□.
- B. □□ □□ □□□□□ □□ □□□ □□□□ □□ □□□□ □□ □□ □□□□ False□ □□□□□.
- C. □□ □□ A□ □□ □□□ □□□□ □□ □□□□ □□ □□ □□□□ True□ □□□□□.
- D. □□ □□ □□□□□ □□ □□□ □□□□ □□ □□□□ □□ □□ □□□□ True□ □□□□□.

Answer: A ([LEAVE A REPLY](#))

**NEW QUESTION: 149**

□□□□ □□ □□□ SBQQ\_SearchFilter □□ □□□ □□□ □□□ □□ □□□□ □□ □□□ □□□ □ □□□□ □□ □□□□ □□ □□□□□. □□□□□ □□□□□ □□□ □□ □□ □□ SBQQ\_SearchFilter □□ □□□ □□□ □□□ □□ □□□ □□□□□? ?

- A. □□□□ □□□ □□ □□ □□ □□□□ □□□□□. □□ □□. □□ □□□ SBQQ\_SearchFilter □□ □□□ □□□ □□ □□□□□□.
- B. CPQ □□□ □□□□ □ □□ □□□ True□ □□□□□□□. □□ □□□□ □□ □□□ □□□ □ □□ □□□□□ □□ □ □□□□□.
- C. □□□ SBQQ\_SearchFilter □□ □□□ □□□ □□ □□□ SBQQ\_SearchResults □□ □□□□ □□□□□ □□□□ □□□□.
- D. CPQ □□□ □□□□ □□ □□ □□ □□ □□□ □□□□□. □□□ □□□□□ □□□□ □□□□ □□□.

Answer: D ([LEAVE A REPLY](#))

**NEW QUESTION: 150**

UC(Universal Containers)□ 4□ □□□□ 10□□ □□□ 4□□ □□□ □□□□ □□□ □□□□□. □□ □□□ □□ □□ □□ SKUs□ □□□□ □□ UC□ □□ □□ □□, □□ □ □□□ □□□□ □□ □□ □□□□ □□□□□.

UC□ □□□□ □ □□ □□□ □□□□ □□ □□□ □ □□ CPQ □□□ □□□□□?

- A. □□ □□.
- B. □□ □□.
- C. □□ □□.
- D. □□ □□.

Answer: B ([LEAVE A REPLY](#))

**NEW QUESTION: 151**

UC(Universal Containers)□ □□□□ □□ □□ Y□ □□□□ □□ □□ □□ X□ □□□□ □□ □□□ □□ □□ □□□ □□□□□ □□□.

□□ □□□□ □□□ □□ □□□□□ □□ □□ X□ □□□ □□ □□□ □ □□ □□ Y□ □□□ □ □□□ □□□□ □□ □□□. UC□ □ □□□ □□□□□□□. □□□□ □ □□ □□□ □□□□ □□ □□□ □□ □□□?

- A. "□□" □□□□ □□□ □□ □□□ □□□□.
- B. □□ □□ □□ □□ □□□ □□□□□□.
- C. "□□ □□ □□" □□□□ TRUE□ □□□□□□.
- D. "□□ □□ □□" □□□ □□□ □□ □□□ □□□□□.

Answer: C ([LEAVE A REPLY](#))

**CPQ-301** □□ □□□ □□□□□ □□ DumpTop □□ □□□□ □□□ CPQ-301 □□! DumpTop □ □□ **CPQ-301** □ □□□ □□□□□□, DumpTop CPQ-301 □□ □□□ □□□□□□□□□ □□□ □□□□□□□□. □□□□ □□□ □ □□□ □□ DumpTop CPQ-301 □□□ □□□□□. <https://www.dumptop.com/Salesforce/CPQ-301-dump.html> (215 Q&As Dumps, **30%OFF Special Discount: KrDump**)

**NEW QUESTION: 152**

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Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 153**

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Answer: C ([LEAVE A REPLY](#))

**NEW QUESTION: 154**

Universal Containers□ □□ □□□□ □□ □□□□ □□□□ □□ □□ □□ □□□ □□□□ □□ □□ □□□ □ □□□ □□□ □□□□ □□□. □ □□ □□□ □□□□ □ □□ □□□ □□□□□?

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