CPQ-201 Q&As

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

A. The fields that trigger a calculation event to occur.

B. The fields that appear in the Quote Line Drawer.

C. The Quote Line fields that are visible.

D. The Quote fields that may be edited.

Correct Answer: B

QUESTION 2

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

A. Validation

B. Filter

C. Alert

D. Selection

Correct Answer: C

QUESTION 3

A User creates a quote with these details: No subscription pricing products. Default Product record fields have not been altered. Renewal Model is Contract based. The Quote has been contracted. Which records will be generated?

A. Assets will be created on the opportunity for each product in the quote.

B. A contract will be generated with subscription for each product in the quote.

C. Assets will be created on the account for each product in the quote.

D. A contract will be generated with no subscriptions for each product in the quote.

Correct Answer: C

QUESTION 4

The Admin at Universal Containers is setting up permissions for internal sales Users. In addition to assigning the Salesforce CPQ User permission set, for which objects do the Users need Read, Create, Edit, Delete permissions?

A. Quote Template, Template Content, Template Section, Line Column

B. Quote, Quote Line, Quote Line Group, Quote Document

C. Price Rule, Price Action, Price Condition, Lookup Query

D. Discount Category, Discount Schedule, Discount Tier, Term Schedule

Correct Answer: B

QUESTION 5

The Admin at Universal containers has created a formula filed to calculate margin on the Quote Line object. This field should be hidden from all Users that are not Admins or management. How can the Admin accomplish this?

A. Remove the margin field from the Quote Line Editor Field Set for relevant Profiles.

B. Remove the margin filed from the Quote Line Editor Field Set for relevant Roles.

C. Set Visible to false for relevant Profiles on the field-level security for the margin field.

D. Set Visible to false for relevant Roles on the field-level security for the margin field.

Correct Answer: C

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