CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

A User tries to add a specific product to the quote and has typed the full Product Name into the Product Name search filter and clicks apply, but does not see the product in the search results. What is the reason why this product is not displayed?

A. A hidden search filter was set

B. A product rule is firing

C. A quote process is active.

D. "Sort Products in Memory" is enabled.

Correct Answer: A

QUESTION 2

Universal Containers requires its customers to commit to a new 12-month Contract Term whenever requests to modify the existing Contract are made.

Which two steps should the Admin take to generate accurate Order records? Choose 2 answers

A. Use the Evergreen Contract feature to permit existing Contracts to be extended beyond the original term.

B. Renew the existing Contract, amend the Quote Start Date to today, and modify the Quote Lines to reflect a new 12-month term. Process the Renewal using the normal Quote > Order > Contract flow.

C. Amend the existing Contract, updating all Quote Line Quantities to zero, effectively cancelling the Contract. Process the Amendment using the normal Quote > Order > Contract flow.

D. Amend the existing Contract and extend the End Date to 12 month from today. Process the Amendment using the normal Quote > Order > Contract flow.

Correct Answer: AC

QUESTION 3

Universal Containers requires a subset of Products to be viewed based on a button on the Quote Line Editor. Which Salesforce CPQ functionality will satisfy this requirement?

A. Custom Action

B. Product Rules

C. Custom Script

D. Pricing Rules

Correct Answer: A

QUESTION 4

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

A. Subscription Term unit: Month Subscription Prorate Precision: Day

B. Subscription Term unit: Month Subscription Prorate Precision: Month

C. Subscription Term unit: Month Subscription Prorate Precision: Month + Daily

D. Subscription Term unit: Day Subscription Prorate Precision: Day.

Correct Answer: C

QUESTION 5

An Admin created a picklist field on the Product Option object called Picklist123__c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123__c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123__c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted. How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

A. Create a Workflow Rule that updates the Product Option field upon entering configuration.

B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.

C. Create field Picklist123__c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.

D. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.

Correct Answer: D

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