



CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

An Admin has pasted the Salesforce ID of an image into the Watermark ID field of a Quote Template, but the watermark image is absent from the rendered Document.

What is preventing the watermark from appearing?

- A. The Quote's Status field is equal to Approved.
- B. The Watermark Shown Quote field is unchecked.
- C. The Opportunity's Stage field is equal to Closed/Won.
- D. The image file type is PNG.

Correct Answer: A

QUESTION 2

Approver records are not required when using dynamic approvers.

- A. True
- B. False

Correct Answer: B

QUESTION 3

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.

Correct Answer: ABE

QUESTION 4

"UC Admin wants to prevent a Quote Term from being edited by non-admin users. What should the Admin do to meet



this requirement?

- A. On the Quote Term record, check the Read-Only checkbox.
- B. On the User Profile, make the object Read-Only."
- C. On the Quote Term object, make the Object Read-Only
- D. On the Quote Term record, check the Locked checkbox.

Correct Answer: D

QUESTION 5

"UC sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500 \$8,600 plus \$7 per unit above 1,000

- A. Block
- B. List
- C. Segmented
- D. Tiered

Correct Answer: A

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