



# CPQ-201<sup>Q&As</sup>

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

Universal Containers sells a subscription service priced as follows:

Which setup should the Admin implement for this pricing model?

- A. One discount schedule with five discount tiers
- B. Five block price records
- C. Two block price records and one discount schedule with three discount tiers
- D. Five block price records and one discount schedule with five discount tiers

Correct Answer: C

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### QUESTION 2

Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100.

Which two steps should the Admin take to meet this requirement? Choose 2 answers

- A. Create a Price Book Entry of \$100 for the product
- B. Set the Price Book Entry custom field Percent\_of\_Total\_Target\_c to \$100.
- C. Set the product's Percent of Total Constraint field to List price is minimum.
- D. Create a Price Book Entry of \$0 for the product.

Correct Answer: CD

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### QUESTION 3

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- B. Create a bundle with Container B and options X, Y, and Z as product options for Container A.
- C. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- D. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."

Correct Answer: D

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**QUESTION 4**

An Admin has created a new bundle, and a Product Rule associated with it. Universal Containers want the Product Rule to fire within this specific bundle. Which is a valid setup for the Configuration Rule?

- A. The Configuration Rule must be associated with the Product Option records used in Product Actions.
- B. The Configuration Rule must be associated with Product records used in Product Actions.
- C. The Configuration Rule must be associated with the Parent Product in the bundle.
- D. The Configuration Rule must be associated with the Product Feature used within the bundle.

Correct Answer: C

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**QUESTION 5**

"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

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**QUESTION 6**

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.

Correct Answer: B

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**QUESTION 7**

Which two scenarios can be supported using Amendments? Choose 2 answers



- A. Change quantities of existing Products; apply different discounts than original Quote
- B. Change quantities of existing Products; maintain same discounts as original Quote
- C. Add new Products; co-terminate to existing Contract
- D. Add new products; use different End Date from existing Contract

Correct Answer: AC

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#### QUESTION 8

In order to apply a filter to the results of a dynamic bundle, admins must create a supporting:

- A. Product Rule
- B. Price Rule
- C. Custom Action
- D. Product Option

Correct Answer: A

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#### QUESTION 9

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

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#### QUESTION 10

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.



- B. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C. Create a Twin Field of the Square Footage field on the Quote Line object.
- D. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

Correct Answer: D

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#### QUESTION 11

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

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#### QUESTION 12

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner)

Which two error condition setups will meet this requirement?

Choose 2 answers

- A. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field  
-Operator is set to Less or Equals
- B. -Summary Variable A goes in the Filter Variable field V O -Summary Variable B goes in the Tested Variable field  
-Operator is set to Less than
- C. -Summary Variable A goes in the Tested Variable field V O -Summary Variable B goes in the Filter Variable field  
-Operator is set to Greater than

Correct Answer: BC

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#### QUESTION 13



An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- A. Set the Product field Asset Conversion picklist to One per Unit.
- B. Set the CPQ Package setting Renewal Model to Asset Based.
- C. Set the Account field Renewal Model to Asset Based.
- D. Set the Product field Asset Amendment Behavior picklist to Allow Refund.

Correct Answer: D

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#### QUESTION 14

An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.

How should the Admin make the prices visible again?

- A. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.
- B. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
- C. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- D. Go to the Product Option record and check if the Price Editable field is False.

Correct Answer: A

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#### QUESTION 15

To assign a specific Discount Schedule to an Account (that is active for a specified Start and End Date) you would create a:

- A. Price Rule
- B. Summary Variable
- C. Contracted Price
- D. Separate Sub-account

Correct Answer: C