



CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- A. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- C. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- D. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

Correct Answer: A

QUESTION 2

Universal Containers sells a subscription Product Y that is sometimes sold in yearly segments and sometimes sold in quarterly segments. How should the Admin configure price dimensions for Product Y to allow the User to determine segment length?

- A. Create one price dimension with Type set to Custom.
- B. Create two price dimensions, one with Type set to Yearly, the other with Type set to Quarterly.
- C. Add the "Segment Type" field to the Segment Line Editor field set on the Quote Line object.
- D. Create one price dimension with Type set to Yearly and Allow Override set to True.

Correct Answer: A

QUESTION 3

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big.

What should the Admin do to resize the image and to maximize image quality?

- A. Wrap the image in a span tag and resize using CSS.
- B. Add HTML height and width attributes in the img tag."
- C. Resize in an image editor outside of Salesforce.
- D. Use inline CSS height and width properties in the img tag.



Correct Answer: C

QUESTION 4

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- B. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.
- C. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- D. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.

Correct Answer: B

QUESTION 5

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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