CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

A. Picklist values in the Product Family field on the Product object

B. Configuration Attribute picklist values

C. The Feature Name field on the Configure Products page

D. HTML Template Content in the Quote document

Correct Answer: C

QUESTION 2

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing. Products A and B have Asset Conversion populated. Both Products have a Quantity of two. Which two are potential outcomes when the Opportunity associated with the Quote is contracted?

A. Two Subscription records and two Assets records will be created.

B. One Subscription record and two Asset records will be created.

C. One Subscription record and an Asset record will be created.

D. Two Subscription records and an Asset record will be created.

Correct Answer: BC

QUESTION 3

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle.

How should the Admin meet this requirement?

A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Selected field to True.

B. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the System field to True.

C. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD. Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR. On both Product Option records, set the Required field to True.

D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Bundled field to True.

Correct Answer: D

QUESTION 4

Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for this one specific Product.

What should the Admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

A. Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.

B. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.

C. Fill in the Product field on the Price Rule with the Product.

D. Fill in the Lookup Object field on the Price Rule with the Product.

Correct Answer: A

QUESTION 5

What is the correct order of data import to load Quote Template in CPQ?

A. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions

B. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions

C. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Correct Answer: A