



CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

"UC wants to show a custom text field on their Quote Document. This field with API name Additional_Text__c already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. `{!quote.Additional_Text__c}`
- B. `{!quote__r.Additional_Text__c}`
- C. `{!SBQQ__Quote__r.Additional_Text__c}"`
- D. `{!SBQQ__Quote__c.Additional_Text__c}`

Correct Answer: A

QUESTION 2

Universal Container (UC) has a required Configuration Attribute for color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the Admin need to create the Color field to meet this requirement?

- A. Product Option, Quote Line.
- B. Quote Line, Asset.
- C. Product, Product Option.
- D. Product, Quote Line.

Correct Answer: A

QUESTION 3

Universal Containers wants to prevent users from selecting a Product Option when a conflicting one has been chosen. The Product Options that should not be selected should not be displayed to the users. The Admin needs to set up a Product Selection Rule to meet this requirement. Which Type should be used for the product Action?

- A. Hide
- B. Disable
- C. Hide and Remove
- D. Disable and Remove

Correct Answer: C



QUESTION 4

How should an Admin enable renewal uplift on an Account?

- A. Update the Markup (%) field on the Renewal Quote.
- B. Change the Renewal Pricing Method to Same on the Account.
- C. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- D. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.

Correct Answer: D

QUESTION 5

Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

- A. Select the Hidden checkbox on the Product Option.
- B. Select the Bundled checkbox on the Product Option.
- C. Set the Quote Line Visibility field to Editor Only on the Product Option.
- D. Set the Quote Line Visibility field to Always on the Product Option.

Correct Answer: C

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