



CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

In order to assign a fixed price to a Product based on a range of quantities (which would override the automatic calculation of quantity x unit price) you would use?

- A. Block Pricing
- B. Contracted Pricing
- C. Cost and Markup Pricing
- D. List Pricing

Correct Answer: A

QUESTION 2

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD What is the Prorated List Unit Price for the Quote Line?

- A. USD 116.67
- B. USD 118.31
- C. USD 125.00
- D. USD 100.00

Correct Answer: A

QUESTION 3

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- B. Add the PDF as a required Additional Document on the Quote Template.
- C. Upload the PDF into the Documents object folder named Output Attachments.
- D. Create an HTML Template Content record for the PDF and include it in a Template Section.

Correct Answer: D

**QUESTION 4**

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

- A. Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.
- B. Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.
- C. Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.
- D. Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.

Correct Answer: A

QUESTION 5

Using Bundles allows you to have multiple price books on an opportunity.

- A. True
- B. False

Correct Answer: B

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