



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

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

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

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### QUESTION 2

In add-on and renewal scenarios, Universal Containers wants to disable the selection of one-time setup fees in bundles that have previously been sold to the client. The Admin will create a Product Selection Rule that will check if the number of previously sold setup fees is greater than 0. What should the error condition test against?

- A. Use Subscription as Tested object and Subscription Name as Tested Field.
- B. Use Asset as Tested Object and Asset Name as Tested Field.
- C. Use a Tested Variable that counts the number of existing setup fee Assets.
- D. Use a Tested Variable that counts the number of existing setup fee Subscriptions.

Correct Answer: D

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### QUESTION 3

User A at Universal Containers has an active quote with Company A. Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- A. The User must press Refresh Prices to see the effect.
- B. The quote line for this product has Non Discountable checked.
- C. The contracted price is only applied when adding a product.
- D. The User must set Allow Contracted Prices on their quote.

Correct Answer: C

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#### QUESTION 4

Which of the following is not a part of a Product Bundle?

- A. Options
- B. Products
- C. Feature Constraints
- D. Features

Correct Answer: C

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#### QUESTION 5

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- A. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
- B. Remove the Subscription flag from the Product's Search Filters Field Set.
- C. Remove the Subscription flag from the Product's Search Results Field Set.
- D. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

Correct Answer: A

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