



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

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

A User at Universal Containers has created a new quote on Opportunity Z, which includes a fixed price subscription product. The Opportunity has been updated to Closed/Won, and the "Contracted" checkbox is marked TRUE; however, the contract is not generated. Which fields are likely causing the issue?

- A. Primary and Subscription Term
- B. Primary and Start Date
- C. Primary, Subscription Term, and End Date
- D. Subscription Term and End Date

Correct Answer: B

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### QUESTION 2

Universal Containers has these conditions, that when met, an additional discount of 15% will be automatically added to the overall quote.

1.

Revenue Account on the quote object is set as "Interest Revenue".

2.

Product A has been added to the quote line.

3.

User Count on the account is greater than 25.

According to the business requirements, either the Revenue Account is set to "Interest Revenue" or both Product A needs to exist on the quote line and the User Count needs to be greater than 25 in order for the additional discount to be applied. How can the CPQ Admin set this up in advanced conditions on a price rule to reflect this requirement?

- A. 1 OR (2 AND 3)
- B. (1 AND 2) OR 3
- C. 1 AND 2 OR 3
- D. (1 AND 3) OR 2

Correct Answer: A

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### QUESTION 3

Given a customer's tiered pricing model, an Admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.



How should the Admin configure the Discount Schedule to meet this requirement?

- A. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- C. Set the Discount Unit to Amount, create a custom Override\_Amount\_c field on the Edit Tiers page, select the Users Defined checkbox, and then choose All from the Override Behavior picklist.
- D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

Correct Answer: C

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#### QUESTION 4

An Admin has created a Configuration Attribute on the Product A bundle, and now needs an Identical Configuration Attribute on the Product B bundle that saves its value into the same Quote Line field. Which tasks should the Admin complete to meet this business requirement?

- A. Check "Apply to Product Options" on the existing Configuration Attribute, then make Product B an option of Product A.
- B. Create a second Configuration Attribute on Product B, no further administration required.
- C. Create a second Configured Product record for Product B on the existing Configuration Attribute.
- D. Create a second Product Option field with identical values, then create a second Configuration Attribute on Product B.

Correct Answer: B

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#### QUESTION 5

To assign a specific Discount Schedule to an Account (that is active for a specified Start and End Date) you would create a:

- A. Price Rule
- B. Summary Variable
- C. Contracted Price
- D. Separate Sub-account

Correct Answer: C