



CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. An Order without Order Products is created.
- B. A second Order is generated with the remaining Quote Lines.
- C. An error is thrown informing the user an order already exists.
- D. The existing Order is updated with the remaining Quote Lines.

Correct Answer: D

QUESTION 2

"Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature. Which configuration is valid for displaying the attributes?"

- A. Above or below all product options in the feature.
- B. Above all product options in the feature."
- C. Above or below the feature in the bundle.
- D. Above or below all features in the bundle.

Correct Answer: A

QUESTION 3

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

- A. Set and choose a Category on the Feature.
- B. Set Option Layout to Tabs on the Feature.
- C. Set Option Layout to Tabs on the Product.
- D. Set and choose a Group on the Feature.

Correct Answer: C



QUESTION 4

Universal Containers has a requirement to set a maximum discount approval threshold for the User. This Threshold is a calculated value based on data held in a Custom Object. The Admin has determined that this will require two price rules. The first rule is a lookup rule that Pulls a value from a custom object record and set it to a custom field on the quote line. The second price rule evaluates if the custom field is populated, and if so, it calculates the maximum discount threshold using that value. Both Price Rules have Evaluation Events set to On Calculate. The Second Price Rule is not running. How should the Price Rules be altered so that the second Price Rule will run?

- A. Both Price Rules must be moved to the Before Calculate Evaluation Event.
- B. The order of the Price Action for the first Price Rule must be earlier than that of the second.
- C. The second Price Rule must have the same Evaluation Order as the first.
- D. The second Price Rule must be in a later Calculator Evaluation Event.

Correct Answer: D

QUESTION 5

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True.

What are two ways a sales user should generate an accurate Renewal Quote? Choose two answers.

- A. Clone the original Quote and update Quote Type to Renewal.
- B. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.
- C. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- D. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

Correct Answer: B

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