



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

Salesforce CPQ Admin Essentials for New Administrators

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#### QUESTION 1

Administrators can control the location of Configuration Attributes using row and column orders.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 2

Formula fields may be used as a Conditional Print Field to control whether a section appears or not.

- A. True
- B. False

Correct Answer: A

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#### QUESTION 3

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

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#### QUESTION 4

Universal Containers has two products:

\*C-STOR-L, which is a Large Storage Container.

\*C-LID-L, which is a lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The Admin wants to create an Option Constraint.

What field should C-LID-L be stored in to meet this requirement?



- A. Constrained Option
- B. Dependent Option
- C. Required for Option
- D. Selected Option

Correct Answer: A

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#### QUESTION 5

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner)

Which two error condition setups will meet this requirement?

Choose 2 answers

- A. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field  
-Operator is set to Less or Equals
- B. -Summary Variable A goes in the Filter Variable field V O -Summary Variable B goes in the Tested Variable field  
-Operator is set to Less than
- C. -Summary Variable A goes in the Tested Variable field V O -Summary Variable B goes in the Filter Variable field  
-Operator is set to Greater than

Correct Answer: BC

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#### QUESTION 6

The Admin has set up a yearly price dimension on Product Z. The User has added Product Z to a quote with a 30-month subscription term and sees that Year 3 is the partial segment, but the customer requires Year 3 to be a full year. What steps should the Admin take to enable the User to choose which year represents the partial segment?

- A. Place the "First Segment Term End Date" field into the Line Editor field set on the Quote object.
- B. Place the "Start Date" and "End Date" fields into the Segmented Line Editor field set on the Quote Line object.
- C. Place the "Subscription Term" field into the Segmented Line Editor field set on the Quote Line object.
- D. Place the "Partial Segment" field into the Segmented Line Editor field set on the Quote Line object.

Correct Answer: A

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### QUESTION 7

To validate inside the Line Editor page, it is best practice to build a standard Salesforce Validation.

- A. True, standard Salesforce validation should be setup on the Quote object.
- B. True, standard Salesforce validation should be setup on the Quote Line object.
- C. False, Steelbrick Price Rule should be used for validation
- D. False, Steelbrick Product Rule should be used for validation

Correct Answer: D

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### QUESTION 8

The Admin at UC is creating a bundle and has a requirement for a Product Option to be unavailable for selection when certain conditions exist. The User should still see the Product Option, but should not be able to select it.

If a Product Rule is created to meet this requirement, what should the Type of the Product Action be?

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

Correct Answer: B

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### QUESTION 9

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired. What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- B. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- D. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

Correct Answer: D

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### QUESTION 10

Universal Containers has a quote with the following Process Inputs. The Admin wants questions that change dynamically based on answers to previous questions. For the first question, if the answer to "What business problem are you solving" is: Consolidated IT, then Server Types should be shown as the only next question. If the answer is "Manage Time and Express," then Deployment Options and Commercial Segment should be shown and Server Types should be hidden. How should the quote process be set up to meet this requirement?

- A. Create a Process Input Condition on Business Solution where Server Types equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- B. Create a Process Input Regulation on Server Types where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- C. Create a Process Input Condition on Server Types where Business Solution equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- D. Create a Process Input Condition on Server Types Where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manager Time and Expense.

Correct Answer: C

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### QUESTION 11

The Universal Containers Admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The Admin planned to use a roll-up summary field on the Quote object to average the Quote Line Approval Score field. The Admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which action should the Admin take to resolve the issue?

- A. Create a trigger to populate the average Approval Score.
- B. Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.
- C. Create a Workflow Rule with a Field Update to populate the average Approval Score.
- D. Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.

Correct Answer: A

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### QUESTION 12

Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.



The Product has been configured as such:

Percent of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

- A. \Users\Admin\Desktop\Data\data\Untitled.jpg
- B. \Users\Admin\Desktop\Data\data\Untitled.jpg
- C. \Users\Admin\Desktop\Data\data\Untitled.jpg
- D. \Users\Admin\Desktop\Data\data\Untitled.jpg

Correct Answer: C

### QUESTION 13

Universal Containers has a new product that they wish to include in one of their bundles. When a User is configuring the bundle, however, the product does not show up. No Product Rules have been configured in this Org. What is a plausible explanation for why this Product is not present?

- A. No Price Book Entry is in this Quote's currency.
- B. The Product's "Hidden" field is set to True.
- C. The Price Book Entry for this Product is zero
- D. The "Quote Line Visibility" field is set to "Never."

Correct Answer: D

### QUESTION 14

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.

How should the user achieve this?

- A. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- B. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.
- C. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- D. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.



Correct Answer: D

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#### QUESTION 15

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

- A. Core Salesforce Quote object
- B. CPQ Quote Line object
- C. Opportunity object
- D. CPQ Quote object

Correct Answer: D

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