

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

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

- A. Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.
- B. Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.
- C. Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.
- D. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.

Correct Answer: A

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### QUESTION 2

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Disabled.
- B. Set the Configuration Type to Allowed and Configuration Event to Always.
- C. Set the Configuration Type to Allowed and Configuration Event to Add.
- D. Set the Active checkbox on Reconfigure Line Custom Action to False.

Correct Answer: D

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### QUESTION 3

An Admin created a picklist field on the Product Option object called Picklist123\_\_c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123\_\_c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123\_\_c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted. How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. Create a Workflow Rule that updates the Product Option field upon entering configuration.
- B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- C. Create field Picklist123\_\_c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- D. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name

and value pairs.

Correct Answer: D

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#### QUESTION 4

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 5

On a quote template, the Price line column has a template section "Price Line Items" defined. Which behavior will the Admin observe when generating the output document?

- A. "Price" line column will not appear for Included or zero price items.
- B. "Price" line column will appear in multiple line item sections.
- C. "Price" line column will not appear for other line items sections.
- D. "Price Line Items: section will show only the "Price" Line column.

Correct Answer: D

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#### QUESTION 6

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. A custom formula field should look up through the SBQQ\_\_Source\_\_c Quote Line lookup to the original Quote Line.
- B. Renewal Quote Line values are automatically mapped from original Quote Lines.

- C. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.
- D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Correct Answer: B

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#### QUESTION 7

Universal Containers has a Product that has a Subscription Term of 12 months. Users frequently create Quotes which are longer than this period. When adding this Product to these Quotes, however, the Prorated List Price is the same as the List price. Which action should the Admin take to correct the issue?

- A. Populate Subscription Pricing on the Product.
- B. Populate Subscription Pricing on the Quote Line .
- C. Check "Enable Proration" on the Quote.
- D. Populate Default Subscription Term on the Quote Line.

Correct Answer: A

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#### QUESTION 8

The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B it is automatically selected when the User selects Product A. The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?

- A. Set Apply Immediately to True on Product record for Product A.
- B. Set Apply Immediately to True on Product record for Product B.
- C. Set Apply Immediately to True on Product Option record for Product B.
- D. Set Apply Immediately to True on Product Option record for Product A.

Correct Answer: D

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#### QUESTION 9

Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors\' business units (child accounts). Product A has a product family of Storage and a list price of \$300. The parent account has a Contracted Price set to \$200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

- A. Set Ignore Parent Contracted Prices to true on the parent contracted price.
- B. Create a new contracted price for Product A on the business unit account with a price of \$300.
- C. Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted

prices to true.

D. Set Ignore Parent Contracted Prices to true on the business unit account record.

Correct Answer: BD

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#### QUESTION 10

"UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

A. Pricing Method set to Percent of Total and Subscription Pricing blank

B. Pricing Method set to Custom and Subscription Pricing set to Custom"

C. Pricing Method set to Percent of Total and Subscription Pricing set to Custom

D. Pricing Method set to List and Subscription Pricing set to Percent of Total

Correct Answer: AD

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#### QUESTION 11

"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 12

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

### QUESTION 13

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Pricing Method to Fixed Price on the Product record.
- B. Set Non-Discountable to True on the Product record.
- C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- D. Set Pricing Method to Block on the Product record.
- E. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

Correct Answer: ABC

### QUESTION 14

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an

initial question. How should the Admin set this up?

- A. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- C. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- D. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

Correct Answer: A

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### QUESTION 15

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the "Failed to Load PDF" error message appears when the output document is generated. Which

steps should the Admin perform to diagnose the Error?

- A. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "No Errors."
- B. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.
- C. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.
- D. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.

Correct Answer: D

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