

CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

- A. Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.
- B. Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.
- C. Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.
- D. Create a Discount Schedule for each currency in the related list on the Product.

Correct Answer: B

QUESTION 2

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

- A. None
- B. Configurable
- C. Allowed
- D. Disabled
- E. Required

Correct Answer: ACE

QUESTION 3

Universal Containers (UC) wants to set up four separate Template Sections. UC also wants each of these sections to render on its own page, no matter if the text field fills an entire page or not. Which two will determine how the page breaks?

- A. Under the Page Break picklist, select the After option on each of the first three Template Sections.
- B. Under the Keep with Previous picklist, select the Always option on each of the Template Sections.
- C. Under the Keep Separate picklist, select the Always option on each of the Template Sections.
- D. Under the Page Break picklist, select the Before option on each of the last three Template Sections.

Correct Answer: AD

QUESTION 4

An Admin wants to update a field on all Quote Lines based on a Quote field. Which setup should the Admin use?

- A. A Workflow Rule, with conditions that check the Quote field values, and a Field Update to Update the Quote Lines.
- B. Process Builder, with conditions that check the Quote field values, and the native functionality to update related records.
- C. A Custom Trigger on the Quote object, with a query to obtain all related Quote Lines, and an update operation after changing the field.
- D. A Price Rule, with conditions that check the Quote field values, and an action to update the Quote Lines.

Correct Answer: D

QUESTION 5

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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