

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

Salesforce CPQ Admin Essentials for New Administrators

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**QUESTION 1**

The Admin at Universal containers has created a formula filed to calculate margin on the Quote Line object. This field should be hidden from all Users that are not Admins or management. How can the Admin accomplish this?

- A. Remove the margin field from the Quote Line Editor Field Set for relevant Profiles.
- B. Remove the margin filed from the Quote Line Editor Field Set for relevant Roles.
- C. Set Visible to false for relevant Profiles on the field-level security for the margin field.
- D. Set Visible to false for relevant Roles on the field-level security for the margin field.

Correct Answer: C

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**QUESTION 2**

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

- A. Product
- B. Contract
- C. Expiration Date
- D. Discount
- E. Effective Date

Correct Answer: ACD

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**QUESTION 3**

Approver records are not required when using dynamic approvers.

- A. True
- B. False

Correct Answer: B

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**QUESTION 4**

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the Admin set up these requirements for the users?

- A. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- B. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for support.
- C. Set Max Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- D. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for support.

Correct Answer: A

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#### QUESTION 5

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

- A. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.
- B. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.
- C. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.
- D. Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ\_\_ProductCode\_\_c.

Correct Answer: A

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