

CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

An Admin has noticed that the proration for their subscription products is not coming out to what they would expect. With a Start Date of January 1, 2017 and End Date of January 1, 2018, the Prorate Multiplier is coming out to 1,083. The CPQ Admin is expecting a Prorate Multiplier of 1,003. What action should the Admin take to correct this pricing issue?

- A. Change the Subscription Prorate Precision in package settings to "Month + Day."
- B. Change the Default Subscription Term on the Quote Line to produce expected proration.
- C. Change the Subscription Term Unit in package settings from Month to Day.
- D. Change the Prorate Calculation field in package settings from Month to Day.

Correct Answer: A

QUESTION 2

What is the only proper example of how to format for inserted merge data into output document template content?

- A. {Iquote.SBQQ__ExpirationDate__c}
- B. IQuote__r. Expiration Date__c
- C. [SBQQ__ExpirationDate__c]
- D. {SBQQ__ExpirationDate__c}

Correct Answer: A

QUESTION 3

An Admin has pasted the Salesforce ID of an image into the Watermark ID field of a Quote Template, but the watermark image is absent from the rendered Document.

What is preventing the watermark from appearing?

- A. The Quote's Status field is equal to Approved.
- B. The Watermark Shown Quote field is unchecked.
- C. The Opportunity's Stage field is equal to Closed/Won.
- D. The image file type is PNG.

Correct Answer: A

QUESTION 4

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

- A. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = True The Contract's Renewal Quoted = True
- B. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = False The Contract's Renewal Quoted = False
- C. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = False The Contract's Renewal Quoted = True
- D. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = True The Contract's Renewal Quoted = False

Correct Answer: C

QUESTION 5

The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the calculator?

- A. The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.
- B. Revoke the Advanced Calculator and re-authorize the Calculation Service.
- C. Rename the custom field label, then recreate the Price Action to reference the new field label.
- D. Re-execute the Post Install Script in Package settings to ensure the Calculator Referenced Fields are up-to-date.

Correct Answer: D

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