

CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

Universal Containers sells a monthly subscription service that is offered to their clients with a ramp option. This subscription is priced with a setup fee, an installation fee, and a recurring fee. Which set of actions would meet these requirements?

- A. Create three products to represent the setup fee, the installation fee and the monthly fee each with a monthly price dimension, and combine them into a bundle.
- B. Create a single product with three monthly price dimensions
- C. Create a single product with two one-time price dimensions and one monthly price dimension.
- D. Create a single product with two monthly price dimensions and one one-time price dimension.

Correct Answer: A

QUESTION 2

Which two scenarios can be supported using Amendments? Choose 2 answers

- A. Change quantities of existing Products; apply different discounts than original Quote
- B. Change quantities of existing Products; maintain same discounts as original Quote
- C. Add new Products; co-terminate to existing Contract
- D. Add new products; use different End Date from existing Contract

Correct Answer: AC

QUESTION 3

Universal Containers wants line items to be organized into pre-defined groups on the output document. The name of these pre-defined groups needs to be displayed above each group in the output to identify it. Which two ways can an Admin meet this requirement?

- A. Set the Group field on the Line Items type of Template Content record.
- B. Create Solution Groups, allowing users to group products on the Quote Line Editor.
- C. Set the Group Filed field on the Quote Template or Template Section records.
- D. New Quote Group field on each Product record with the associated group name Set the New Quote Group field on each Product record with the associated group name.

Correct Answer: CD

QUESTION 4

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 appear when the output document is generated. Which steps should the Admin perform to diagnose the error?

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

Correct Answer: B

QUESTION 5

Universal Containers has set up a lookup field, Distributor_c, on the Quote Line Group to identify different distributors fulfilling specific groups of products on a quote. Distributor accounts have a Discount_Level_c field on them populated with the base discount that products quoted through that distributor should receive. Which set of actions should the Admin take to ensure that the distributor receives the appropriate base discount?

- A. Create a formula field on quote Line, SBQQ_Group_r.Distributor_r.Discount_Level_c. Create a Price Rule that has a Price Condition where. Object equals Quote Line. Tested Field equals the newly created formula field. Add a Price Action to the price Rule Where. Source Field equals the newly created formula field.
- B. Create a Price Rule that has a Price Condition where. Object equals Quote Line Group. Tested Field equals Distributor_c. Add a Price Action to the Price Rule Where. Formula equals SBQQ_Group_r.Distributor_r.Discount_Level_c.
- C. Create a Price Rule that has a Price Condition where. Object equals Quote Line Group. Tested Field equals Distributor_c. Add a Price Action to the Price Rule where. Source Field equals Discount_Level_c.
- D. Create a Price Rule that has a Price Condition where. Object equals Quote Line. Tested Field equals Distributor_c. Add a Price Action to the Price Rule where. Formula equals SBQQ_Group_r.Distributor_r.Discount_Level_c.

Correct Answer: A

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