

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

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- B. Create a bundle with Container B and options X, Y, and Z as product options for Container A.
- C. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- D. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."

Correct Answer: D

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### QUESTION 2

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- B. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- D. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

Correct Answer: D

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### QUESTION 3

An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer's product catalog. Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

- A. On the Configuration Attribute, "Apply to Product Options" is not selected.
- B. A selection rule is being used to hide a configuration attribute value.

- C. On the Configuration Attribute, "Hidden" is selected.
- D. The user chose a configuration attribute value that cannot be mapped.
- E. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.

Correct Answer: A

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#### QUESTION 4

Universal Containers need to generate two styles of PDF output, one that includes prices in the line item table of the quote is primary, and another that hides prices when the quote is not primary. Where should the Admin reference the primary checkbox field to set up this requirement?

- A. In the Show Currencies Field in the Line Items Template Section.
- B. In the Conditional Print Field of a Template Section for only price Line Columns.
- C. In the Conditional Print Field for each price Line Column
- D. In the Hide Line Currencies Field in the Quote Template.

Correct Answer: B

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#### QUESTION 5

Universal Containers would like a specific background color for the column heading of the line item table in the output document. Where should the Admin input the correct hex code to meet this display requirement?

- A. In the Template Content source editor in place of the previous hex color code.
- B. In the Shading Color field on the Quote Template record.
- C. In the Group Shading Color field on the Quote Template record.
- D. In the Summary Shading Color field on the Line Column records.

Correct Answer: B

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