CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

Universal Containers has an output document with a line item table that currently displays product options that are marked as Included. What step should the Admin take to remove the Included products from the line item table?

A. Set the Show Bundled Products field to False on the Quote Template.

B. Set the Hide Included Products field to True on the Quote Template.

C. Create a Quote Line field OutputVisibility__C that returns False if Included = True.

D. Create a filter on the line items Template Section where Component = False

Correct Answer: A

QUESTION 2

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates.

How can a CPQ Specialist meet this business requirement?

A. Separate Quotes must be created for each unique Start Date.

B. Set both the Order by Quote Line Group and Ordered checkboxes to True.

C. Change Default Order Start Date in CPQ Package settings to Quote Start Date.

D. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.

Correct Answer: B

QUESTION 3

Universal Containers sells a subscription Product Z that is sold in yearly segments, but would like to prevent the User from discounting the first segment.

How should the CPQ Admin ensure the User will not be able to discount the first segment? Choose one answer

A. Write a Price Rule to run when Product Code = Product Z and Segment Index = 1, with a Price Action setting Non Discountable to True.

B. Set First Segment Term Editable to Only Custom Segments in the yearly Price Dimension record.

C. Create two Price Dimensions, then set Non Discountable to False on the first Price Dimension.

D. Write a Price Rule to inject 0 into Additional Discount when Product Code = Product Z and Initial Segment = True.

Correct Answer: A

QUESTION 4

"An Admin has created a Quote Template record and has set the Group Field field to

SBQQ__Optional__c.

When a User attempts to preview the output document using this Quote Template, this error appears:

""Invalid conversation from runtime type Boolean to String.""

Why is this error occurring?

A. SBQQ__Optional__c is not a Quote Line field.

B. The user did not create any groups on the quote.

C. The user did not mark any products as ""optional.""

D. SBQQ__Optional__c is not a text field."

Correct Answer: D

QUESTION 5

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

A. Special Price and Special Price Type

B. Custom Price and Custom Price Type

C. Regular Price and Regular Price Type

D. List price and List Price Type

Correct Answer: A

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