CPQ-201 Q&As

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

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

QUESTION 2

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

QUESTION 3

"UC has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with:

AListPriceof,mlncluded.nM

A Net Price of SO, since it is included with the bundle\\'s price.

How should the Admin set up the bundle to meet this requirement?

A. Select the Required checkbox on the Product Options.

B. Select the Selected checkbox on the Product Options.

C. Set the Unit Price on the Product Options to be $0."

D. Select the Bundled checkbox on the Product Options.

Correct Answer: D

QUESTION 4

Universal Containers (UC) wants to use an Option Constraint in a bundle that requires a user to sell Product Option X before they can sell Product Option Y. Sales has indicated that this would be too restrictive, and they want to be able to select Product Option Y as long as Product Option X is an existing asset on the account. UC has approved this change. What should the Admin do to address this change?

A. List accounts with assets in the "Option Constraint Group" field.

B. Look up the account with the assets on the "Account" field.

C. Mark the "Check Prior Purchases" checkbox as TRUE.

D. Use a Product Rule instead of an Option Constraint.

Correct Answer: C

QUESTION 5

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

A. Create a Quote picklist field named output Language, With language codes as values.

B. Create Localization records for individual Quote Terms for all three languages.

C. Enable "Allow Output in Different Languages" In the managed package settings.

D. Set the Quote Term field Language to the desired output language for each Quote Term.

Correct Answer: AB

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