CPQ-201 Q&As

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

Which is the correct format for creating a subgroup label that dynamically pulls the subgroup field value if grouping by Product Family?

A. Subtotal for {Product2.Family}

B. Subtotal for Family

C. Subtotal for {!Product2.Family}

D. Subtotal for {0},

Correct Answer: D

QUESTION 2

Summary Variables can be used in Rule Conditions.

A. True

B. False

Correct Answer: A

QUESTION 3

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

A. Ensure that the Standard Warranty Quote Line\\'s Start Date and End Date match the Order\\'s Start Date and End Date.

B. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.

C. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.

D. Set the Product Family picklist on the Standard Warranty product\\'s Product record to Services.

Correct Answer: B

QUESTION 4

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values: *List price: $100 *Quantity: 5 Discount Schedule field values: *Type: Slab *Discount Unit: Percent

Discount Tiers:			
Tier name	Lower bound	Upper bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6	blank	20%

A. $480.00

B. $450.00

C. $500.00

D. $470.00

Correct Answer: B

QUESTION 5

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

A. Core Salesforce Quote object

B. CPQ Quote Line object

C. Opportunity object

D. CPQ Quote object

Correct Answer: D

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