

CPQ-201^{Q&As}

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QUESTION 1

The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B is automatically selected when the User selects Product A. The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?

- A. Set Apply Immediately to True on Product record for Product A.
- B. Set Apply Immediately to True on Product record for Product B.
- C. Set Apply Immediately to True on Product Option record for Product B.
- D. Set Apply Immediately to True on Product Option record for Product A.

Correct Answer: D

QUESTION 2

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD What is the Prorated List Unit Price for the Quote Line?

- A. USD 116.67
- B. USD 118.31
- C. USD 125.00
- D. USD 100.00

Correct Answer: A

QUESTION 3

The Admin at Universal Containers set up a Price Rule to override List Price with a discounted promotional price. The Price Action has a formula which is as follows: $SBQQ_ListPrice_c * (1 - Promotional_Discount_c)$. The Admin is finding that every Calculate is clicked, the price is adjusted. For example, if List Price is \$10.00 and promotional discount is 10%: $10.00 * (1 - 0.10) = 9.00$. The next time calculate is clicked, the following calculation takes place: $9 * (1 - 0.10) = 8.10$. If List Price must be overridden, how can this problem be fixed?

- A. The Salesforce CPQ package has an Original Price field which should be used instead of Last Price in the formula.
- B. Create a field to hold the Price Book price and populate on Quote creation with a Workflow Rule for use in the formula.
- C. Create a field to hold the Price Book price, and populate Before Calculate with ... Price Rule for use in the formula.

D. The Salesforce CPQ package has an MSRP field which should be used instead of Last Price in the formula.

Correct Answer: A

QUESTION 4

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?

- A. Check the Optional check box on the Bundle Product Record.
- B. Check the Hidden checkbox on the Bundle Product Record.
- C. Check the Exclude From Opportunity checkbox on the Bundle Product Record.
- D. Check the Hidden checkbox on the Product option Record.

Correct Answer: B

QUESTION 5

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

QUESTION 6

The Admin wants to ensure that within one bundle. Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B. Which setup should the Admin use to meet these requirements?

- A. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.
- B. A Product Selection Rule where two Error conditions with Summary Variables test if Product A and B have both been selected. If so, a Product Action will remove Product B.
- C. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- D. A Product Alert Rule where two Error Conditions with Summary Variable test if Product A and B have both been

selected. If so, a message will display, instructing the user to remove Product B.

Correct Answer: B

QUESTION 7

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

QUESTION 8

Which of the following is not automated as part of the subscription process in Steelbrick?

- A. Prices
- B. Prorating
- C. Co-terminating contracts
- D. Renewal quote opportunity status

Correct Answer: D

QUESTION 9

On a quote template, the Price line column has a template section "Price Line Items" defined. Which behavior will the Admin observe when generating the output document?

- A. "Price" line column will not appear for Included or zero price items.
- B. "Price" line column will appear in multiple line item sections.
- C. "Price" line column will not appear for other line items sections.
- D. "Price Line Items: section will show only the "Price" Line column.

Correct Answer: D

QUESTION 10

Universal Containers has a custom Quote Line picklist, "Process." The User will need to set this field for all non-subscription products added to the Quote Line Editor. How should the Admin customize the layout of the Quote Line Editor, so that the Process picklist appears?

- A. Update the EditLinesFieldSetName formula to return "Process" in the returned comma-separated stream.
- B. Edit the "Line Editor" field set on the Quote Line object and drag in the "Process" field.
- C. Edit the "Quote Line Layout" page and drag the Process field into the "Line Editor" section.
- D. Add the "Process" field to the "Line Columns" multi-select picklist on the Salesforce CPQ Installed Package settings.

Correct Answer: B

QUESTION 11

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

QUESTION 12

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A. All Products with Price Book Entries in all Active Currencies.
- B. All Products with Price Book Entries when Dated Exchange Rates are enabled.
- C. All Products with Price Book Entries with a positive Price.
- D. All Products with Price Book Entries in the Opportunity/Quote Currency.

Correct Answer: D

QUESTION 13

Universal Containers sells their subscription products only in whole months. The Users at Universal Containers are

sometimes entering values into Start Date and End Date and leaving Subscription Term blank. They are finding that subscription pricing is not working as they would expect because the dates they are choosing do not equate to exact months. This leads to pricing that may be a few cents or even a few dollars off. The Admin would like to find a solution that does not require forcing the users to use Subscription Term. What should be done so that the pricing is rounded to the expected value?

- A. In the package settings, set Subscription Prorate Precision to Monthly.
- B. On the Quote object, set the Subscription Prorate Precision field to Monthly.
- C. Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.
- D. Create a Price Rule that takes the user-entered date and calculates a rounded Term.

Correct Answer: A

QUESTION 14

Universal Containers has the following Discount Schedule attached to product L. Product L is a Product Option for two bundles, A and B. A user at Universal Containers has added both bundles to a Quote. In Bundle A, Product L has a Quantity of 7. In Bundle B, Product L has a Quantity of 8. On this Quote, however, both Product Options are being discounted using the second tier in the table above. Which two actions allow both Product Options to be discounted using the first tier?

- A. Set the Aggregation Scope field on the Discount Schedule to None, as well as uncheck Cross Products.
- B. Apply a separate discount schedule to the Product Option records in each Bundle.
- C. Move Discount Schedule X from Product L to the corresponding Product Option records in each Bundle.
- D. Change the Product Option Type for Product L to Related Product in both Bundles.

Correct Answer: AC

QUESTION 15

Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for this one specific Product.

What should the Admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

- A. Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.
- B. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.
- C. Fill in the Product field on the Price Rule with the Product.
- D. Fill in the Lookup Object field on the Price Rule with the Product.

Correct Answer: A

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