CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

Universal Containers has a Product Family of "Software". When a Configuration Attribute in their bundle is set to "Minimum," all Software products should be hidden with a Product Rule. Which configuration of conditions and actions should the Admin use to enable this?

A. An Error Condition should be set up to compare the static value, "Minimum," against the Configuration Attribute. A Product Action, using the Filter Field, should be used to hide the Products.

B. An Error Condition should be set up to compare the static value, "Minimum," against the Configuration Attribute. A Product Action should be set up for each Product that needs to be hidden.

C. Two Error Conditions should be defined: one to check the Product Family value on the Product Option record, and one to check the Configuration Attribute. No Actions are Required.

D. An Error Condition should be set up to check the Product Family value on the Product Option record A Product Action, using the Filter Field, should be used to hide the Products.

Correct Answer: A

QUESTION 2

A Universal Containers User states that a Configuration Attribute value can be set up during the initial configuration, but the value is not present when they reconfigure. What should the Admin check to ensure the Configuration Attribute value is properly saved?

A. A twin field must be created on the Quote object.

B. A twin field must be created on the Product Option object.

C. A twin field must be created on the Product object.

D. A twin filed must be created on the Quote Line object.

Correct Answer: D

QUESTION 3

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

A. None

B. Configurable

C. Allowed

D. Disabled

E. Required

Correct Answer: ACE

QUESTION 4

Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line.

Which approach should the CPQ Specialist recommend to meet this business requirement?

A. A Price Rule with the Calculation Event of On Initialization to update the picklist field

B. A Process Builder on the Quote Line to update the picklist field

C. A Workflow Rule and field update on the Quote Line to update the picklist field

D. A Price Rule with the Calculation Event of After Calculate to update the picklist field

Correct Answer: D

QUESTION 5

UC wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text.

What is the proper structure of that variable that represents the translatable static text in Template Content?

A. {IData.VariableName}

B. {$Data.VariableName}

C. {IText.VariableName}

D. {SText.VariableName}

Correct Answer: C

QUESTION 6

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

A. {!Text.VariableName}

B. {$Data.VariableName}

C. {!Data.VariableName}

D. {$Text.VariableName}

Correct Answer: A

QUESTION 7

"UC Admin wants to prevent a Quote Term from being edited by non-admin users. What should the Admin do to meet this requirement?

A. On the Quote Term record, check the Read-Only checkbox.

B. On the User Profile, make the object Read-Only."

C. On the Quote Term object, make the Object Read-Only

D. On the Quote Term record, check the Locked checkbox.

Correct Answer: D

QUESTION 8

Universal Containers wants line items to be organized into pre-defined groups on the output document. The name of these pre-defined groups needs to be displayed above each group in the output to identify it. Which two ways can an Admin meet this requirement?

A. Set the Group field on the Line Items type of Template Content record.

B. Create Solution Groups, allowing users to group products on the Quote Line Editor.

C. Set the Group Filed field on the Quote Template or Template Section records.

D. New Quote Group field on each Product record with the associated group name Set the New Quote Group field on each Product record with the associated group name.

Correct Answer: CD

QUESTION 9

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence? Choose 3 answers

A. Additional Discount Fields

B. Prorate Multiplier

C. Contracted Price

D. Target Customer Amount

E. Discount Schedules

Correct Answer: AE

QUESTION 10

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 hascreated 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 11

In add-on and renewal scenarios, Universal Containers wants to disable the selection of one-time setup fees in bundles that have previously been sold to the client. The Admin will create a Product Selection Rule that will check if the number of previously sold setup fees is greater than 0. What should the error condition test against?

A. Use Subscription as Tested object and Subscription Name as Tested Field.

B. Use Asset as Tested Object and Asset Name as Tested Field.

C. Use a Tested Variable that counts the number of existing setup fee Assets.

D. Use a Tested Variable that counts the number of existing setup fee Subscriptions.

Correct Answer: D

QUESTION 12

Suppose you have several Product Rules with conditions that evaluate a Configuration Attribute. You want the rules to fire immediately when the user changes the value of the Configuration Attribute. How do you accomplish this?

A. Add the Product Rules to the related list on the Configuration Attribute record

B. Check the Apply Immediately checkbox on the Configuration Attribute record

C. Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes

D. Check the Run Immediately checkbox on the Product Rule records

Correct Answer: B

QUESTION 13

Universal Containers requires its customers to commit to a new 12-month Contract Term whenever requests to modify the existing Contract are made.

Which two steps should the Admin take to generate accurate Order records? Choose 2 answers

A. Use the Evergreen Contract feature to permit existing Contracts to be extended beyond the original term.

B. Renew the existing Contract, amend the Quote Start Date to today, and modify the Quote Lines to reflect a new 12-month term. Process the Renewal using the normal Quote > Order > Contract flow.

C. Amend the existing Contract, updating all Quote Line Quantities to zero, effectively cancelling the Contract. Process the Amendment using the normal Quote > Order > Contract flow.

D. Amend the existing Contract and extend the End Date to 12 month from today. Process the Amendment using the normal Quote > Order > Contract flow.

Correct Answer: AC

QUESTION 14

The Admin at Universal Containers is setting up permissions for internal sales Users. In addition to assigning the Salesforce CPQ User permission set, for which objects do the Users need Read, Create, Edit, Delete permissions?

A. Quote Template, Template Content, Template Section, Line Column

B. Quote, Quote Line, Quote Line Group, Quote Document

C. Price Rule, Price Action, Price Condition, Lookup Query

D. Discount Category, Discount Schedule, Discount Tier, Term Schedule

Correct Answer: B

QUESTION 15

Universal Containers offers the same Products in different regions of the country. Each sales rep is

assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions.

Managers can add Products to a sales rep\\'s Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

A. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.

B. Create a single Price Book with all Products. Share the Price Book with all users.

C. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.

D. Use Product rules to hide Products from some sales reps.

Correct Answer: D

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