

100% Money Back
Guarantee

Vendor:Salesforce

Exam Code:CPQ-201

Exam Name:Salesforce CPQ Admin Essentials for
New Administrators

Version:Demo

QUESTION 1

MDQ products are automatically removed from normal Line Item tables whenever an output document includes an MDQ specific table layout in another section

- A. True
- B. False

Correct Answer: B

QUESTION 2

A user at Universal Containers has logged a ticket stating that Cloud Storage Support is priced incorrectly. Based on a Quote with a 12-month Subscription Term and the information below, take the first steps in verifying their claim by calculating the support pricing. What is the calculated List Unit Price the user should see for Cloud Storage Support?

Cloud Storage List Unit Price - \$1,000 Net Unit Price - \$500 Default Subscription Term - 12 Subscription Pricing - Fixed Price Include in Percent of Total - False Exclude From Percent of Total - False Cloud Backup List Unit Price - \$500 Net Unit Price - \$250 Default Subscription Term - 12 Subscription Pricing - Fixed Price Include in Percent of Total - TRUE Exclude From Percent of Total - False Cloud Storage Ent Replication

List Unit Price - \$4,000 Net Unit Price - \$2,000 Default Subscription Term - 12 Subscription Pricing - Fixed Price Include in Percent of Total - TRUE Exclude From Percent of Total - False Cloud Storage Support Default Subscription Term - 1 Subscription Pricing - Percent of Total Percent of Total Base - Net Percent of Total (%) - 10%

- A. \$225
- B. \$25
- C. \$50
- D. \$27

Correct Answer: A

QUESTION 3

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 4

Universal Containers sells a subscription Product Y that is sometimes sold in yearly segments and sometimes sold in quarterly segments. How should the Admin configure price dimensions for Product Y to allow the User to determine segment length?

- A. Create one price dimension with Type set to Custom.
- B. Create two price dimensions, one with Type set to Yearly, the other with Type set to Quarterly.
- C. Add the "Segment Type" field to the Segment Line Editor field set on the Quote Line object.
- D. Create one price dimension with Type set to Yearly and Allow Override set to True.

Correct Answer: A

QUESTION 5

User A at Universal Containers has an active quote with Company A. Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- A. The User must press Refresh Prices to see the effect.
- B. The quote line for this product has Non Discountable checked.
- C. The contracted price is only applied when adding a product.
- D. The User must set Allow Contracted Prices on their quote.

Correct Answer: C

QUESTION 6

Which is not a pro-rate precision option (in the Package Settings)?

- A. Month
- B. Month + Week
- C. Month + Day
- D. Day

Correct Answer: B

QUESTION 7

An Admin has noticed that the proration for their subscription products is not coming out to what they would expect. With a Start Date of January 1, 2017 and End Date of January 1, 2018, the Prorate Multiplier is coming out to 1,083. The CPQ Admin is expecting a Prorate Multiplier of 1,003. What action should the Admin take to correct this pricing issue?

- A. Change the Subscription Prorate Precision in package settings to "Month + Day."
- B. Change the Default Subscription Term on the Quote Line to produce expected proration.
- C. Change the Subscription Term Unit in package settings from Month to Day.
- D. Change the Prorate Calculation field in package settings from Month to Day.

Correct Answer: A

QUESTION 8

Universal Containers has a new product that they wish to include in one of their bundles. When a User is configuring the bundle, however, the product does not show up. No Product Rules have been configured in this Org. What is a plausible explanation for why this Product is not present?

- A. No Price Book Entry is in this Quote's currency.
- B. The Product's "Hidden" field is set to True.
- C. The Price Book Entry for this Product is zero
- D. The "Quote Line Visibility" field is set to "Never."

Correct Answer: D

QUESTION 9

An Admin has set up a Quantity Editable Product. The user can add the product to the Quote and adjust the Quantity on the Quote Line. When the user navigates to the Opportunity and inspects to the Opportunity Product, the user only sees the Quantity on 1 on the Opportunity Product.

What are two reasons why the Opportunity Product record has a Quantity of 1? Choose 2 answers

- A. The Product has an associated Slab Discount Schedule.
- B. The Product's Default Quantity field value is equal to 1.
- C. The Product's Pricing Method field value is equal to Block.
- D. The Product is associated to a Product Option with the Type field value equal to Component.

Correct Answer: C

QUESTION 10

Universal Containers has a custom picklist filed with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configurations Attribute. How should the Admin create Filter Product Rules to meet the business requirement?

- A. Create three rules, each with two conditions that compare the configuration attribute with a static value and the product field.
- B. Create one rule with three conditions, each that compares the configuration attribute filed with a static value.
- C. Create three rules, each with one condition that compares the product field with the Configuration attribute filed.
- D. Create one rule with one condition that compares the product field with the configuration attribute filed.

Correct Answer: B

QUESTION 11

What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions
- B. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- C. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions
- D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Correct Answer: A

QUESTION 12

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