



# CPQ-201<sup>Q&As</sup>

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. Before Calculate and On Calculate
- B. After Calculate
- C. On Calculate
- D. On Calculate and After Calculate

Correct Answer: B

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### QUESTION 2

What does ApprovalsArchived\_\_c need to return to properly archive approval records?

- A. True
- B. False
- C. 1
- D. 0

Correct Answer: C

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### QUESTION 3

Universal Containers has a requirement to ensure that Product B is always quoted with Product A in a bundle. The products are in separate features and there is no clear indication that they must be sold together. They implemented a Product Validation rule to fulfill this requirement, but received complaints that it was not user friendly. What other approach should the Admin take to fulfill this requirement?

- A. Create an Option Constraint with Type: Add.
- B. Create a Configuration Price Rule to add Product B.
- C. Create a Product Selection rule to add Product B.
- D. Create an Option Constraint with Type: Dependency.

Correct Answer: C

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### QUESTION 4



Universal Containers would like a specific background color for the column heading of the line item table in the output document. Where should the Admin input the correct hex code to meet this display requirement?

- A. In the Template Content source editor in place of the previous hex color code.
- B. In the Shading Color field on the Quote Template record.
- C. In the Group Shading Color field on the Quote Template record.
- D. In the Summary Shading Color field on the Line Column records.

Correct Answer: B

#### QUESTION 5

The Admin decides to use a price rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is non-subscription product. The Admin has already created price conditions to target quote lines for Product A where the additional discount fields are not populated. Which set of additional actions should the Admin take to support this prior purchase constraint?

- A. Create a summary variable counting the asset records for product A and create a price condition verifying that the quantity field on the quote line is greater than the summary variable.
- B. Create a summary variable summing the quantity of product A from quote lines and create a price condition verifying that the summary variable is greater than the value 1.
- C. Create a summary variable counting the asset records for product A and create a price condition verifying that the summary variable is greater than the value 0.
- D. Create a summary variable summing the quantity of the asset records for product A and create a price condition verifying that the quantity field on the asset object is greater than the value 0.

Correct Answer: C

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