CPQ-201^{Q&As}

Salesforce CPQ Admin Essentials for New Administrators

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QUESTION 1

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

A. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.

B. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.

C. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.

D. Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ__ProudctCode__c.

Correct Answer: A

QUESTION 2

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

A. Create a Quote picklist field named output Language, With language codes as values.

B. Create Localization records for individual Quote Terms for all three languages.

C. Enable "Allow Output in Different Languages" In the managed package settings.

D. Set the Quote Term field Language to the desired output language for each Quote Term.

Correct Answer: AB

QUESTION 3

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

A. Set and choose a Category on the Feature.

B. Set Option Layout to Tabs on the Feature.

C. Set Option Layout to Tabs on the Product.

D. Set and choose a Group on the Feature.

Correct Answer: C

QUESTION 4

What are the three major features that SBAA offers over standard salesforce approvals? (Choose 3)

A. Parallel Approvals

B. Dynamic Approvals

C. Smart Approvals

D. Hierarchical Approvals

E. Email Approvals

F. Group Approvers

Correct Answer: ABC

QUESTION 5

"UC wants to show a custom text field on their Quote Document. This field with API name Additional_Text__c already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

A. {!quote.Additional_Text__c}

B. {Iquote__r.Additional_Text__c}

C. {ISBQQ__Quote__r.Additional_Text__c}"

D. {ISBQQ__Quote__c.Additional_Text__c}

Correct Answer: A