



CPQ-201^{Q&As}

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QUESTION 1

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 2

A User creates a quote with these details: No subscription pricing products. Default Product record fields have not been altered. Renewal Model is Contract based. The Quote has been contracted. Which records will be generated?

- A. Assets will be created on the opportunity for each product in the quote.
- B. A contract will be generated with subscription for each product in the quote.
- C. Assets will be created on the account for each product in the quote.
- D. A contract will be generated with no subscriptions for each product in the quote.

Correct Answer: C

QUESTION 3

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 4

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor. What should the Admin do to resolve this issue?

- A. Move the Clone and Delete actions into the Quote Line Editor drawers.
- B. Change the Actions Column Placement in package settings to Left.
- C. Update the Custom Action Location to eft.
- D. Set a lower value in the Display Order field in the Custom Action record.

Correct Answer: A

QUESTION 5

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- D. Create a custom Page Layout and add the custom Contract Name field to the layout.

Correct Answer: D

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