



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

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

What is the correct order of data import to load Price Rules into CPQ?

- A. Costs, Price Books, Price Rules, Discount Categories, Discount Schedules
- B. Price Books, Price Rules, Price Dimensions, Discount Tiers, Price Actions
- C. Price Books, Price Rules, Lookup Queries, Price Conditions, Price Actions
- D. Summary Variables, Price Rules, Price Conditions, Lookup Queries, Price Actions

Correct Answer: A

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### QUESTION 2

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

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### QUESTION 3

Universal Containers wants to default information on the Quote Line from a Product field. How should this information be transferred?

- A. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- B. Create two fields with the same API name and type on the Product and Quote Line.
- C. Create a Price Rule that stores the Product field's value in the Quote Line field.
- D. Create a Workflow Rule that stores the Product field's value in the Quote Line field.

Correct Answer: B

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### QUESTION 4

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



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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

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#### QUESTION 5

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True.

What are two ways a sales user should generate an accurate Renewal Quote? Choose two answers.

- A. Clone the original Quote and update Quote Type to Renewal.
- B. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.
- C. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- D. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

Correct Answer: B

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