



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

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

Universal Containers has decided to mark up prices instead of discounting. Product A is valued at \$10 and Product B is valued at \$20. Product A is a 10% markup and Product B is a 20% markup. Which pricing method would the Admin set up, and what would the final price be for each product?

- A. List, Product A price would be \$11, Product B Price would be \$22
- B. List, Product A price would be \$11, Product B price would be \$24
- C. Cost, Product A price would be \$12, Product B price would be \$24
- D. Cost, Product A price would be \$11, Product B price would be \$24

Correct Answer: D

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### QUESTION 2

An Admin has created a validation product rule that must display an error message upon clicking Save if a product option is selected while a configuration attribute is set to a specific value. When the user chooses the product option, then sets the configuration attribute to the specific value, the error message appears before Save is clicked. Which two should the Admin change the rule or configuration attributes so that the error message only appears upon clicking Save?

- A. Change the configuration attribute field Apply Immediately to False.
- B. Change the product rule field Evaluation Event to Save.
- C. Change the product option field Apply Immediately to True.
- D. Add a product rule Condition to check if Evaluation Action = Save.

Correct Answer: AB

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### QUESTION 3

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply. What is the most likely cause of the issue?

- A. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- B. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- C. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- D. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second



time it\\'s evaluated.

Correct Answer: A

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#### QUESTION 4

An Admin created a picklist field on the Product Option object called Picklist123\_\_c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123\_\_c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123\_\_c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted. How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

- A. Create a Workflow Rule that updates the Product Option field upon entering configuration.
- B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- C. Create field Picklist123\_\_c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- D. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.

Correct Answer: D

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#### QUESTION 5

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

- A. Product
- B. Contract
- C. Expiration Date
- D. Discount
- E. Effective Date

Correct Answer: ACD

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