



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

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

If a manager is taking a leave of absence, how can the Admin using Advanced Approval ensure that another manager will receive Approval requests during the period in which the original manager absent?

- A. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.
- B. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the subtitle Approver, then add the rule to the existing Approval chain as the first step.
- C. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- D. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.

Correct Answer: A

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### QUESTION 2

"UC Admin wants to prevent a Quote Term from being edited by non-admin users. What should the Admin do to meet this requirement?

- A. On the Quote Term record, check the Read-Only checkbox.
- B. On the User Profile, make the object Read-Only."
- C. On the Quote Term object, make the Object Read-Only
- D. On the Quote Term record, check the Locked checkbox.

Correct Answer: D

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### QUESTION 3

Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

- A. Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.
- B. Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.
- C. Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.
- D. Create a Discount Schedule for each currency in the related list on the Product.

Correct Answer: B

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#### QUESTION 4

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A. All Products with Price Book Entries in all Active Currencies.
- B. All Products with Price Book Entries when Dated Exchange Rates are enabled.
- C. All Products with Price Book Entries with a positive Price.
- D. All Products with Price Book Entries in the Opportunity/Quote Currency.

Correct Answer: D

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#### QUESTION 5

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Sort Order as the only null Sort Order of any Product.
- B. Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- C. Set the Product Code as the first alphabetically of any Product's Product Code.
- D. Set the Product's Product Code as the only null Product Code of any Product.

Correct Answer: A

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