



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

Salesforce CPQ Admin Essentials for New Administrators

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#### QUESTION 1

"UC 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 a Workflow Rule that stores the Product field's value in the Quote Line field.
- C. Create two fields with the same API name and type on the Product Quote Line."
- D. Create Price Rule that stores the Product field's value in the Quote Line field.

Correct Answer: C

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#### QUESTION 2

Universal Containers has an output document with a line item table that currently displays product options that are marked as Included. What step should the Admin take to remove the Included products from the line item table?

- A. Set the Show Bundled Products field to False on the Quote Template.
- B. Set the Hide Included Products field to True on the Quote Template.
- C. Create a Quote Line field OutputVisibility\_\_C that returns False if Included = True.
- D. Create a filter on the line items Template Section where Component = False

Correct Answer: A

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#### QUESTION 3

How should an Admin enable renewal uplift on an Account?

- A. Update the Markup (%) field on the Renewal Quote.
- B. Change the Renewal Pricing Method to Same on the Account.
- C. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- D. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.

Correct Answer: D

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#### QUESTION 4

Universal Containers sells products that require serial numbers assigned to each product that is sold. These products do not expire and the serial number is assigned to each record after the contract is created. Which Product field value should the Admin set up to handle this use case?



- A. Asset Conversion: One Per Line
- B. Asset Conversion: One Per Unit
- C. Subscription Type: One-Time
- D. Subscription Price: List Price

Correct Answer: B

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#### QUESTION 5

Which two objects could a discount schedule be applied and take precedence over discount schedule identified in a product feature?

- A. Product
- B. Product Option
- C. Contracted Price
- D. Segmented Product

Correct Answer: BC

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