



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

Salesforce CPQ Admin Essentials for New Administrators

**Pass Salesforce CPQ-201 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.geekcert.com/cpq-201.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce  
Official Exam Center

- ⚙️ **Instant Download** After Purchase
- ⚙️ **100% Money Back** Guarantee
- ⚙️ **365 Days** Free Update
- ⚙️ **800,000+** Satisfied Customers





### QUESTION 1

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the Admin meet the business requirements?

- A. Set Asset Conversion for each downloadable Product to null.
- B. Set Asset Conversion for each downloadable Product to a custom value.
- C. Set Asset Conversion for each downloadable Product to One per unit.
- D. Set Asset Conversion for each downloadable Product to One per Quote Line.

Correct Answer: D

---

### QUESTION 2

The Admin at Universal Containers set up a Price Rule to override List Price with a discounted promotional price. The Price Action has a formula which is as follows:  $SBQQ\_ListPrice\_c * (1 - Promotional\_Discount\_c)$ . The Admin is finding that every Calculate is clicked, the price is adjusted. For example, if List Price is \$10.00 and promotional discount is 10%:  $10.00 * (1 - 0.10) = 9.00$ . The next time calculate is clicked, the following calculation takes place:  $9 * (1 - 0.10) = 8.10$ . If List Price must be overridden, how can this problem be fixed?

- A. The Salesforce CPQ package has an Original Price field which should be used instead of Last Price in the formula.
- B. Create a field to hold the Price Book price and populate on Quote creation with a Workflow Rule for use in the formula.
- C. Create a field to hold the Price Book price, and populate Before Calculate with ... Price Rule for use in the formula.
- D. The Salesforce CPQ package has an MSRP field which should be used instead of Last Price in the formula.

Correct Answer: A

---

### 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

---



#### QUESTION 4

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

- A. None
- B. Configurable
- C. Allowed
- D. Disabled
- E. Required

Correct Answer: ACE

---

#### QUESTION 5

"UC sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500 \$8,600 plus \$7 per unit above 1,000

- A. Block
- B. List
- C. Segmented
- D. Tiered

Correct Answer: A

[CPQ-201 PDF Dumps](#)

[CPQ-201 Practice Test](#)

[CPQ-201 Study Guide](#)