



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

Salesforce CPQ Admin Essentials for New Administrators

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### QUESTION 1

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the "Failed to Load PDF" error message appears when the output document is generated. Which

steps should the Admin perform to diagnose the Error?

- A. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "No Errors."
- B. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.
- C. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.
- D. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.

Correct Answer: D

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### QUESTION 2

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- B. Configuration Attribute picklist values
- C. The Feature Name field on the Configure Products page
- D. HTML Template Content in the Quote document

Correct Answer: C

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### QUESTION 3

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

- A. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.
- B. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.
- C. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.
- D. Delete the second Template Section and set the Group field on the remaining Template Section to



SBQQ\_\_ProudctCode\_\_c.

Correct Answer: A

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#### QUESTION 4

The products sold by Universal Containers (UC) have a Product Family of Hardware or Software. Each Quote should only contain one of the Product Families. At the time of Quote creation, the sale rep is required to populate a custom picklist with the API name Family\_\_c with values of Hardware and Software.

If the sales rep selects Hardware for the Family\_\_c field, the rep should only be able to add Products with the Product Family of Hardware to the Quote. The same premise applies for the value Software for the Family\_\_c field.

How should the Admin meet this requirement?

- A. Create a Custom Action Condition related to the Add Products Custom Action where: Target Object is Quote Field is Family\_\_c Filter value is Product Family
- B. Create a Custom Action Condition related to the Add Products Custom Action where: Target object is Product Field is Product Family Filter Value is Family\_\_c
- C. Create a Search Filter related to the Add Products Custom Action Where: Target Object is Quote Target Field is Family\_\_c Operator is Equals Filter Source Object is Product Filter Source Field is Product Family Hidden is True
- D. Create a Search Filter related to the Add Products Custom Action Where: Target Family is Product Target Field is Product Family Operator is Equals

Filter Source Object is Quote

Filter Source Field is Family\_\_c

Hidden is True.

Correct Answer: A

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#### QUESTION 5

"An Admin has created a bundle with four Product Options for Products A, B, C, and D. When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two - but never both.

How should the Admin set up Bundle A to accomplish this?

- A. Create a Product Feature and set both Min Options and Max Options to 4.
- B. Create a Product Feature and set both Min Options and Max Options to 1.
- C. Create an Option Constraint and set Type = Exclusion"
- D. Create an Option Constraint and set Type = Dependency

Correct Answer: C

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