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**Exam** : **CPQ-201**

**Title** : Salesforce CPQ Admin  
Essentials for Experienced  
Administrators Exam

**Vendor** : Salesforce

**Version** : DEMO

**NO.1** Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates. How can a CPQ Specialist meet this business requirement?

- A. Separate Quotes must be created for each unique Start Date.
- B. Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- C. Set the Order By picklist on the Quote to SBQQ\_\_StartDate\_\_c, and the Ordered checkbox to True.
- D. Set both the Order by Quote Line Group and Ordered checkboxes to True.

**Answer:** D

**NO.2** Universal Containers sells a subscription Product Y that is sometimes sold in yearly segments and sometimes sold in quarterly segments. How should the Admin configure price dimensions for Product Y to allow the User to determine segment length?

- A. Create one price dimension with Type set to Custom.
- B. Create one price dimension with Type set to Yearly and Allow Override set to True.
- C. Add the "Segment Type" field to the Segment Line Editor field set on the Quote Line object.
- D. Create two price dimensions, one with Type set to Yearly, the other with Type set to Quarterly.

**Answer:** A

**NO.3** Universal Containers sells a subscription Product Z that is sold in yearly segments, but would like to prevent the User from discounting the first segment.

How should the CPQ Admin ensure the User will not be able to discount the first segment? Choose one answer

- A. Write a Price Rule to run when Product Code = Product Z and Segment Index = 1, with a Price Action setting Non Discountable to True.
- B. Create two Price Dimensions, then set Non Discountable to False on the first Price Dimension.
- C. Set First Segment Term Editable to Only Custom Segments in the yearly Price Dimension record.
- D. Write a Price Rule to inject 0 into Additional Discount when Product Code = Product Z and Initial Segment = True.

**Answer:** A

**NO.4** An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.

How should the Admin make the prices visible again?

- A. Go to the Product Option object's Option Configuration Field Set and add the Unit Price field.
- B. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.
- C. Go to the Product Option record and check if the Price Editable field is False.
- D. Go to the Product Option object's Unit Price field and add visibility to its Field-level security.

**Answer:** D

**NO.5** In what way does Smart Approvals expedite the approval process?

- A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- B. Quotes within defined thresholds will be automatically approved.
- C. Quotes with multiple steps in the approval chain go directly to the highest approver required.

**D.** Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

**Answer:** A

**NO.6** What is the correct order of data import to load Quote Template in CPQ?

**A.** Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions

**B.** Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

**C.** Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

**D.** Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions

**Answer:** D

**NO.7** Universal Containers has a quote with the following Process Inputs. The Admin wants questions that change dynamically based on answers to previous questions. For the first question, if the answer to "What business problem are you solving" is: Consolidated IT, then Server Types should be shown as the only next question. If the answer is "Manage Time & Express," then Deployment Options and Commercial Segment should be shown and Server Types should be hidden. How should the quote process be set up to meet this requirement?

**A.** Create a Process Input Condition on Business Solution where Server Types equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.

**B.** Create a Process Input Condition on Server Types Where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manager Time & Expense.

**C.** Create a Process Input Condition on Server Types where Business Solution equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.

**D.** Create a Process Input Regulation on Server Types where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.

**Answer:** C

**NO.8** On a quote template, the Price line column has a template section "Price Line Items" defined. Which behavior will the Admin observe when generating the output document?

**A.** "Price" line column will not appear for other line items sections.

**B.** "Price Line Items: section will show only the "Price" Line column.

**C.** "Price" line column will appear in multiple line item sections.

**D.** "Price" line column will not appear for Included or zero price items.

**Answer:** B

**NO.9** The Edit Lines Field Set Name special field on the Quote object references a Field Set that

directly controls which characteristic of the Quote Line Editor?

- A. The fields that appear in the Quote Line Drawer.
- B. The Quote Line fields that are visible.
- C. The fields that trigger a calculation event to occur.
- D. The Quote fields that may be edited.

**Answer:** A

**NO.10** Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors' business units (child accounts). Product A has a product family of Storage and a list price of \$300. The parent account has a Contracted Price set to \$200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

- A. Set Ignore Parent Contracted Prices to true on the business unit account record.
- B. Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.
- C. Set Ignore Parent Contracted Prices to true on the parent contracted price.
- D. Create a new contracted price for Product A on the business unit account with a price of \$300.

**Answer:** A,D

**NO.11** Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100.

Which two steps should the Admin take to meet this requirement? Choose 2 answers

- A. Set the Price Book Entry custom field Percent\_of\_Total\_Target\_c to \$100.
- B. Set the product's Percent of Total Constraint field to List price is minimum.
- C. Create a Price Book Entry of \$100 for the product
- D. Create a Price Book Entry of \$0 for the product.

**Answer:** B,D

**NO.12** Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June

18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100 What is the Prorated List Unit Price for the Quote Line?

- A. USD 118.31
- B. USD 100.00
- C. USD 116.67
- D. USD 125.00

**Answer:** C

**NO.13** A Lookup Query may return a value to only be used within a CPQ managed field.

- A. False
- B. True

**Answer:** A

**NO.14** Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10. Each region has some Products which are region-specific and unavailable to users from other regions. Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps. Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A.** Use Product rules to hide Products from some sales reps.
- B.** Add a Search Filter to the add Products Custom Action to filter Products based on the current user.
- C.** Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- D.** Create a single Price Book with all Products. Share the Price Book with all users.

**Answer:** A

**NO.15** User A at Universal Containers has an active quote with Company A. Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- A.** The User must press Refresh Prices to see the effect.
- B.** The User must set Allow Contracted Prices on their quote.
- C.** The contracted price is only applied when adding a product.
- D.** The quote line for this product has Non Discountable checked.

**Answer:** C

**NO.16** "Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature. Which configuration is valid for displaying the attributes?"

- A.** Above all product options in the feature."
- B.** Above or below all features in the bundle.
- C.** Above or below the feature in the bundle.
- D.** Above or below all product options in the feature.

**Answer:** D

**NO.17** Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30. In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

- A.** Include Monthly Price in the Quote Line Editor Field set.
- B.** Set the Conditional Print Field on the Line Column record.
- C.** Create an additional Line Items section without the Monthly Price field.
- D.** Create a custom formula Indicating if the Payment Terms are Net 30.

**Answer:** B,C

**NO.18** Universal Containers sells their subscription products only in whole months. The Users at Universal Containers are sometimes entering values into Start Date and End Date and leaving Subscription Term blank. They are finding that subscription pricing is not working as they would expect because the dates they are choosing do not equate to exact months. This leads to pricing that may be a few cents or even a few dollars off. The Admin would like to find a solution that does not require forcing the users to use Subscription Term. What should be done so that the pricing is rounded to the expected value?

- A. Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.
- B. Create a Price Rule that takes the user-entered date and calculates a rounded Term.
- C. On the Quote object, set the Subscription Prorate Precision field to Monthly.
- D. In the package settings, set Subscription Prorate Precision to Monthly.

**Answer:** D

**NO.19** Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. Special Price and Special Price Type
- B. Regular Price and Regular Price Type
- C. Custom Price and Custom Price Type
- D. List price and List Price Type

**Answer:** A

**NO.20** "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. Required
- E. Disabled

**Answer:** A,C,D