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Salesforce

CPQ-201

Salesforce CPQ Admin Essentials for New Administrators



Question: 52

Universal Containers has a requirement to ensure that Product B is always quoted with Product A in a bundle. The products are in separate features and there is no clear indication that they must be sold together. They implemented a Product Validation rule to fulfill this requirement, but received complaints that it was not user friendly.

What other approach should the Admin take to fulfill this requirement?

- A. Create an Option Constraint with Type: Add.
- B. Create a Configuration Price Rule to add Product
- D. Create a Product Selection rule to add Product
- F. Create an Option Constraint with Type: Dependency.

Answer: C

Question: 53

What is a valid formula for use in a Price Action where Target Object is Quote Line?

- A. SBQQ__Product__r.SBQQ__DiscountSchedule__r.SBQQ__Order__c
- B. SBQQ__Product__r.Name
- C. SBQQ__Feature__r.SBQQ__Number__c
- D. \$User.FirstName

Answer: B

Question: 54

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D. When Bundle A is added to a Quote?

How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

- A. Set the Discount Schedule on Product Feature A and mark the “Cross Products: Checkbox as TRUE
- C. Set the Discount Schedule on Product Feature A and mark the “Cross Products” Checkbox as FALSE
- E. Set the Discount Schedule on the Product Option records and mark the “Cross Products” checkbox as TRUE
- F. Set the Discount Schedule on the Product Option records and mark the “Cross Products” checkbox as FALSE

Answer: A

Question: 55

A User tries to add a specific product to the quote and has typed the full Product Name into the Product Name search filter and clicks apply, but does not see the product in the search results.

What is the reason why this product is not displayed?

- A. A hidden search filter was set
- B. A product rule is firing
- C. A quote process is active.
- D. “Sort Products in Memory” is enabled.

Answer: A

Question: 56

The Admin has created the “Promotional Discount ABC” price rule below.

TABLE Assuming a quote where all conditions from this rule are met, which products on the quote get a discount?

- A. Product C
- B. Product A, Product B, and Product C
- C. Product A and Product C
- D. Product B and Product C

Answer: D

Question: 57

Universal Containers needs to set up a bundle so that the sales rep can set some values that apply to the bundle rent, and others that apply to specific options.

Which two configurations meet this requirement?

- A. Use custom product option fields for option-level values.
- B. Use configuration attributes for option-level values.
- C. Use custom product option fields for bundle-level values.
- D. Use configuration attributes for parent-level values.

Answer: A, D

Question: 58

A User forgot to store an Additional Discount at the Quote level while they were in the Line Editor. Rather than going back in, they have changed the field on the Quote’s detail page. After doing so, however, no prices were updated to reflect the new discount.

Which reason could explain this unexpected behavior?

- A. The Additional Discount is only applied to the Amount fields on the Quote.
- B. Fields updated outside of the Line Editor do not affect Pricing.
- C. The Additional Discount field is not in the Calculating Fields field set.
- D. A Price Rule is needed to inject this value into the Quote Lines.

Answer: D

Question: 59

Universal Containers has the following Discount Schedule attached to product L. Product L is a Product Option for two bundles, A and B. A user at Universal Containers has added both bundles to a Quote. In Bundle A, Product L has a Quantity of 7. In Bundle B, Product L has a Quantity of 8. On this Quote, however, both Product Options are being discounted using the second tier in the table above.

Which two actions allow both Product Options to be discounted using the first tier?

- A. Set the Aggregation Scope field on the Discount Schedule to None, as well as uncheck Cross Products.
- B. Apply a separate discount schedule to the Product Option records in each Bundle.
- C. Move Discount Schedule X from Product L to the corresponding Product Option records in each Bundle.
- D. Change the Product Option Type for Product L to Related Product in both Bundles.

Answer: AC

Question: 60

Universal Containers wants to prevent a User from putting in a discretionary discount at or above 40 percent on any quote Line.

How should the Admin implement this restriction?

- A. An Alter Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.
- B. An Alert Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.
- C. A Validation Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.
- D. A Validation Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.

Answer: C



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*These questions are for demo purpose only. **Full version** is up to date and contains actual questions and answers.*

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