Salesforce

CPQ-201 Exam

Salesforce CPQ Admin Essentials for Experienced Administrators Exam

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Version: 11.0

Question: 1

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

Answer: A

Question: 2

Universal Containers (UC) wants to use an Option Constraint in a bundle that requires a user to sell Product Option X before they can sell Product Option Y. Sales has indicated that this would be too restrictive, and they want to be able to select Product Option Y as long as Product Option X is an existing asset on the account. UC has approved this change. What should the Admin do to address this change?

A. List accounts with assets in the “Option Constraint Group” field.
B. Look up the account with the assets on the “Account” field.
C. Mark the “Check Prior Purchases” checkbox as TRUE.
D. Use a Product Rule instead of an Option Constraint.

Answer: C

Question: 3

Universal Containers (UC) wants to set up four separate Template Sections. UC also wants each of these sections to render on its own page, no matter if the text field fills an entire page or not. Which two will determine how the page breaks?

A. Under the Page Break picklist, select the After option on each of the first three Template Sections.
B. Under the Keep with Previous picklist, select the Always option on each of the Template Sections.

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C. Under the Keep Separate picklist, select the Always option on each of the Template Sections.
D. Under the Page Break picklist, select the Before option on each of the last three Template Sections.

Answer: AD

Question: 4

Universal Containers wants to apply an additional discount of 15% to the Quote when Payment Frequency is Monthly or Bi-Weekly and Product A is added or User Count greater than 25 is defined. What is the correct Price Rule Setup?

A. One Price Rule with Conditions Met set to Custom, three Price Conditions, and one Price Action.
B. Four Price Rules with Conditions Met set to All, one Price Condition each and one Price Action each.
C. One Price Rule with Conditions Met set to All, four Price Conditions, and one Price Action.
D. Two Price Rules with Conditions Met set to All, one Price Condition on one rule and two on the other, and one Price Action each.

Answer: A

Question: 5

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

A. Select the Required checkbox on each Product Option in the Bundle.
B. Select the Hidden checkbox on the Bundled Product record.
C. Select Add as the Option Selection Method on the Bundle product.
D. Select Click as the Option Selection Method on the Bundle product.

Answer: C

Question: 6

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

A. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: False, Subscription Term: 1
B. Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total:

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True, Subscription Term: 12
C. Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1
D. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12

Answer: B

Question: 7

An Admin at Universal Containers wants to configure a bundle with multiple features and have the product code of all options displayed in a single field for easy rendering on the quote document. What should the Admin do to achieve this?

A. Write a custom trigger.
B. Use package product code.
C. Create price rules and formula fields.
D. Combine roll-up fields with formula fields.

Answer: B

Question: 8

Universal Containers has a Product that has a Subscription Term of 12 months. Users frequently create Quotes which are longer than this period. When adding this Product to these Quotes, however, the Prorated List Price is the same as the List price. Which action should the Admin take to correct the issue?

A. Populate Subscription Pricing on the Product.
B. Populate Subscription Pricing on the Quote Line .
C. Check “Enable Proration” on the Quote.
D. Populate Default Subscription Term on the Quote Line.

Answer: A

Question: 9

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 B.
C. Create a Product Selection rule to add Product B.

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D. Create an Option Constraint with Type: Dependency.

Answer: C

Question: 10

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. Custom Price and Custom Price Type
C. Regular Price and Regular Price Type
D. List price and List Price Type

Answer: A

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