salesforce

CPQ-211

CPQ Admin Essentials for

Experienced Administrators

EXAMAIDES

PASS YOUR EXAM AT FIRST TRY

Total Question: 98 QAs

Question No: 1
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.
D. Create an Option Constraint with Type: Dependency.
Answer: C

Question No: 2
An Admin wants to update a field on all Quote Lines based on a Quote field. Which setup should the Admin use?
A. A Workflow Rule, with conditions that check the Quote field values, and a Field Update to Update the Quote Lines.
B. Process Builder, with conditions that check the Quote field values, and the native functionality to update related records.
C. A Custom Trigger on the Quote object, with a query to obtain all related Quote Lines, and an update operation after changing the field.
D. A Price Rule, with conditions that check the Quote field values, and an action to update the Quote Lines.
Answer: D

Question No: 3
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 quote line for this product has Non Discountable checked.
C. The contracted price is only applied when adding a product.
D. The User must set Allow Contracted Prices on their quote.
Answer: C

Question No: 4
Universal Containers sells a monthly subscription service that is offered to their clients with a ramp option. This subscription is priced with a setup fee, an installation fee, and a recurring fee. Which set of actions would meet these requirements?
A. Create three products to represent the setup fee, the installation fee and the monthly fee each with a monthly price dimension, and combine them into a bundle.
B. Create a single product with three monthly price dimensions

C. Create a single product with two one-time price dimensions and one monthly price dimension.

D. Create a single product with two monthly price dimensions and one one-time price dimension.

Answer: A

Question No: 5

A User at Universal Containers created a quote containing two products. Product A is marked as Include in Percent of Total, with Subscription Pricing blank. Product B has Subscription Pricing set to Percent of Total. When the Contract is renewed, both products are shown in the renewal quote, but Product A has a Net Total of zero. Which reason explains why Product A does not have a non-zero total?

A. The Asset Conversion behavior on the Product must be set to Allow Renewals.

B. Product A is an Asset that the Customer already owns, and will not be priced again.

C. Renewal Pricing Method was set to Subscriptions Only at the Account Level.

D. Include Net-New Products in Maintenance must be flagged in CPQ Package settings.

Answer: B

Question No: 6

A user at Universal Containers has logged a ticket stating that Cloud Storage Support is priced incorrectly. Based on a Quote with a 12-month Subscription Term and the information below, take the first steps in verifying their claim by calculating the support pricing. What is the calculated List Unit Price the user should see for Cloud Storage Support?

Cloud Storage	
List Unit Price	$1,000
Net Unit Price	$500
Default Subscription Term	12
Subscription Pricing	Fixed Price
Include in Percent of Total	False
Exclude From Percent of Total	False

Cloud Backup	
List Unit Price	$500
Net Unit Price	$250
Default Subscription Term	12
Subscription Pricing	Fixed Price
Include in Percent of Total	TRUE
Exclude From Percent of Total	Flase

Cloud Storage Ent Replication	
List Unit Price	$4,000
Net Unit Price	$2,000
Default Subscription Term	12
Subscription Pricing	Fixed Price
Include in Percent of Total	TRUE
Exclude From Percent of Total	Flase

Cloud Storage Support	
Default Subscription Term	1
Subscription Pricing	Percent of Total
Percent of Total Base	Net
Percent of Total (%)	10%

A. $225

B. $25

C. $50

D. $275

Answer: D

Question No: 7

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?

Discount Schedule X		
Lower Bound	Upper Bound	Discount %
0	11	10%
11	21	20%

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: A,C

Question No: 8

Universal Containers wants to prevent users from selecting a Product Option when a conflicting one has been chosen. The Product Options that should not be selected should not be displayed to the users. The Admin needs to set up a Product Selection Rule to meet this requirement. Which Type should be used for the product Action?

A. Hide

B. Disable

C. Hide and Remove

D. Disable and Remove

Answer: C

Question No: 9

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 No: 10

An Admin at Universal Containers wants to set up a product bundle that dynamically generates SKUs

depending on what their users choose during the selling process. Which three fields are required for this type of configuration?

A. Component Code Position

B. Custom Configuration Page

C. Component Description Pattern

D. Component Code

E. Configured Code Pattern

Answer: A,D,E

Question No: 11

Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

A. The Summary Fields field set

B. The Totals Field package setting

C. The Segmented Summary Fields field set

D. The Line Subtotals Total field package setting

Answer: A

Question No: 12

An Admin has set up option constraints in the Universal Container sandbox where Product A depends on the selection of Product B. During testing, it is determined that Product A can be selected regardless of whether Product B has been selected or not. Why is this happening?

A. Product A was set up as the Constrained Option.

B. The Option Constraint was set up with type "Dependency."

C. Product B was set up as the Constraining Option.

D. The Option Constraint has not been activated.

Answer: D

Question No: 13

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?

A. Check the Optional check box on the Bundle Product Record.

B. Check the Hidden checkbox on the Bundle Product Record.

C. Check the Exclude From Opportunity checkbox on the Bundle Product Record.

D. Check the Hidden checkbox on the Product option Record.

Answer: B

Question No: 14

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

A. Create two Production Options Maintenance and Support. Maintenance will always display first, due to

alphabetical ordering.

B. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" filed.

C. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.

D. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.

Answer: B

Question No: 15

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 appear when the output document is generated. Which steps should the Admin perform to diagnose the error?

A. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.

B. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.

C. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.

D. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "NO Errors"

Answer: B

Question No: 16

The Admin at Universal Containers is receiving an "Attempt to de-reference a null object" error when generating a Quote Document after adding the following section to display line items with the Product Family Setup Fees: What change needs to be made to resolve this error?

A. Filter Field must be the field name Product Family.

B. Filter Value should have quotations around Setup Fees

C. More than one-line volume must apply only to this section.

D. Filter Operator must be populated with Equals.

Answer: D

Question No: 17

Universal Containers has Terms and Conditions it wants to include in documents sent to customers. The Admin is tasked with creating conditional Quote Terms to meet this requirement. Which two options could a condition be tested against in order to determine which Quote Terms will be included on the output document?

A. Quote Line fields

B. Summary Variables

C. Quote fields

D. Product fields

Answer: B,C