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Vendor:Salesforce

Exam Code:CPQ-211

Exam Name:Salesforce CPQ Admin Essentials for
Experienced Administrators

Version:Demo

QUESTION 1

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

- A. The Quote Line is on an amendment Quote and has a different Quantity from its original Quote Line.
- B. There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.
- C. The Quote Line's Product has Pricing Method set to Block.
- D. The Quote Line's Product has Asset Conversion set to One Per Unit.

Correct Answer: CD

QUESTION 2

Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product.

How can the Admin meet this requirement?

- A. Delete the Product so it is unavailable for new business Quotes.
- B. Create a new renewal Product, then link it to the end-of-life Product by using the Renewal Product lookup.
- C. Create an end-of-life checkbox on the Product, then create a Search Filter to exclude any Product marked end-of-life from Product Selection.
- D. Deactivate the Product since CPQ allows inactive Products to be renewed.

Correct Answer: D

QUESTION 3

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- B. Add the PDF as a required Additional Document on the Quote Template.
- C. Upload the PDF into the Documents object folder named Output Attachments.
- D. Create an HTML Template Content record for the PDF and include it in a Template Section.

Correct Answer: D

QUESTION 4

Composite Summary Variables are Summary Variables that are combined with an additional calculation?

- A. True
- B. False

Correct Answer: A

QUESTION 5

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operation team wants to ensure that when a sales rep renew an existing Contract with Premier Support, it is replaced with Premier Pro.

What does the Admin need to do to support this business requirement?

- A. Set the Renewal Product field on the Premier Support Product record to Premier Pro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- C. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- D. Set the upgrade Target field on the Premier Support Product record to Premier Pro.

Correct Answer: D

QUESTION 6

At Universal containers, the fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appears on one contract.

What are two ways the CPQ Specialist can meet these requirements? Choose 2 answers

- A. Set Order Product Date to Today when the record is created using Process Builder.
- B. Set package Default Order Start Date to Today.
- C. Set Contracting Method on the Order to single Contract.
- D. Set package Contracting Method to Single Contract.

Correct Answer: D

QUESTION 7

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A. Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = Calculator Calculator Evaluation Event = Save
- B. Evaluation Scope = Configurator Configurator Evaluation Event = Edit
- C. Evaluation Scope = Calculator Calculator Evaluation Event = Edit
- D. Evaluation Scope = Configurator Configurator Evaluation Event = Save

Correct Answer: C

QUESTION 8

Universal Containers has a Product Family of "Software". When a Configuration Attribute in their bundle is set to "Minimum," all Software products should be hidden with a Product Rule. Which configuration of conditions and actions should the Admin use to enable this?

- A. An Error Condition should be set up to compare the static value, "Minimum," against the Configuration Attribute. A Product Action, using the Filter Field, should be used to hide the Products.
- B. An Error Condition should be set up to compare the static value, "Minimum," against the Configuration Attribute. A Product Action should be set up for each Product that needs to be hidden.
- C. Two Error Conditions should be defined: one to check the Product Family value on the Product Option record, and one to check the Configuration Attribute. No Actions are Required.
- D. An Error Condition should be set up to check the Product Family value on the Product Option record A Product Action, using the Filter Field, should be used to hide the Products.

Correct Answer: A

QUESTION 9

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 and 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 and Expense.
- B. 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 and 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 and Expense.

D. 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 and Expense.

Correct Answer: C

QUESTION 10

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.

Correct Answer: AD

QUESTION 11

The Admin has set up a yearly price dimension on Product Z. The User has added Product Z to a quote with a 30-month subscription term and sees that Year 3 is the partial segment, but the customer requires Year 3 to be a full year. What steps should the Admin take to enable the User to choose which year represents the partial segment?

- A. Place the "First Segment Term End Date" field into the Line Editor field set on the Quote object.
- B. Place the "Start Date" and "End Date" fields into the Segmented Line Editor field set on the Quote Line object.
- C. Place the "Subscription Term" field into the Segmented Line Editor field set on the Quote Line object.
- D. Place the "Partial Segment" field into the Segmented Line Editor field set on the Quote Line object.

Correct Answer: A

QUESTION 12

The Admin has created the "Promotional Discount ABC" price rule below. TABLE Assuming a quote where all conditions form 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

Correct Answer: D