

DUMPS ARENA

Salesforce CPQ Admin Essentials for Experienced Administrators

Salesforce CPQ-211

Version Demo

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QUESTION NO: 1

Universal Containers wants to default information on the Quote Line from a Product field. How should this information be transferred?

- A. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- B. Create two fields with the same API name and type on the Product and Quote Line.
- C. Create a Price Rule that stores the Product field's value in the Quote Line field.
- D. Create a Workflow Rule that stores the Product field's value in the Quote Line field.

ANSWER: B**QUESTION NO: 2**

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field

to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- D. Create a custom Page Layout and add the custom Contract Name field to the layout.

ANSWER: D**QUESTION NO: 3**

Universal Containers has an output document with a line item table that currently displays product options that are marked as Included. What step should the Admin take to remove the Included products from the line item table?

- A. Set the Show Bundled Products field to False on the Quote Template.
- B. Set the Hide Included Products field to True on the Quote Template.
- C. Create a Quote Line field OutputVisibility C that returns False if Included = True.
- D. Create a filter on the line items Template Section where Component = False

ANSWER: A**QUESTION NO: 4**

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.

ANSWER: C D**QUESTION NO: 5**

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has

created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A.** An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- B.** An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.
- C.** An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- D.** An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

ANSWER: D**QUESTION NO: 6**

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- A.** Create a new field set on the Quote Line editor without Monthly Price.

- B. Fill the Conditional Print Field on the Column Lines object.
- C. Create a custom Formula indicating if the Payment Terms Are Net 30.
- D. Create an additional Lines Section without the Monthly Price field.

ANSWER: B D

QUESTION NO: 7

An Admin at Universal Containers wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule, and will also be listed in a Line Item Column in the output document. On which objects will the Admin need to create the Configuration Attribute X custom field in order to meet his requirements?

- A. Configuration Attribute and Product Option
- B. Product Option and Quote
- C. Configuration Attribute and Quote
- D. Product Option and Quote Line

ANSWER: D

QUESTION NO: 8

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Pricing Method to Fixed Price on the Product record.
- B. Set Non-Discountable to True on the Product record.
- C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.

- D. Set Pricing Method to Block on the Product record.
- E. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

ANSWER: A B C

QUESTION NO: 9

Which two scenarios can be supported using Amendments? Choose 2 answers

- A. Change quantities of existing Products; apply different discounts than original Quote
- B. Change quantities of existing Products; maintain same discounts as original Quote
- C. Add new Products; co-terminate to existing Contract
- D. Add new products; use different End Date from existing Contract

ANSWER: A C

QUESTION NO: 10

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence?

Choose 3 answers

- A. Additional Discount Fields
- B. Prorate Multiplier
- C. Contracted Price
- D. Target Customer Amount
- E. Discount Schedules

ANSWER: A E

QUESTION NO: 11

Which two objects could a discount schedule be applied and take precedence over discount schedule identified in a product feature?

- A. Product

- B. Product Option
- C. Contracted Price
- D. Segmented Product

ANSWER: B C

QUESTION NO: 12

Which is the correct format for creating a subgroup label that dynamically pulls the subgroup field value if grouping by Product Family?

- A. Subtotal for {Product2.Family}
- B. Subtotal for Family
- C. Subtotal for {!Product2.Family}
- D. Subtotal for {0},

ANSWER: D

QUESTION NO: 13

An Admin has created a validation product rule that must display an error message upon clicking Save if a product option is selected while a configuration attribute is set to a specific value. When the user chooses the product option, then sets the configuration attribute to the specific value, the error message appears before Save is clicked. Which two should the Admin change the rule or configuration attributes so that the error message only appears upon clicking Save?

- A. Change the configuration attribute field Apply Immediately to False.
- B. Change the product rule field Evaluation Event to Save.
- C. Change the product option field Apply Immediately to True.
- D. Add a product rule Condition to check if Evaluation Action = Save.

ANSWER: A B

QUESTION NO: 14

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original

Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

- A.** The Product's Subscription Type = Renewable The Contract's Renewal Forecast = True
The Contract's Renewal Quoted = True
- B.** The Product's Subscription Type = Renewable The Contract's Renewal Forecast = False
The Contract's Renewal Quoted = False
- C.** The Product's Subscription Type = Renewable The Contract's Renewal Forecast = False
The Contract's Renewal Quoted = True
- D.** The Product's Subscription Type = Renewable The Contract's Renewal Forecast = True
The Contract's Renewal Quoted = False

ANSWER: C

QUESTION NO: 15

Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted. What is the likely cause?

- A.** The Revised Quantity has been set on the Subscription record.
- B.** The Products have a Discount Schedule and Cross Order is not selected.
- C.** A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- D.** A Price Rule is firing On Calculate and changing the Effective Quantity.

ANSWER: B