

CPQ-201^{Q&As}

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QUESTION 1

Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.

What are three ways the Admin can adjust the design of this bundle to reduce scrolling in configuration? Choose 3 answers

- A. Set System to True on the Product Options to be excluded from the configurator.
- B. Set Option Selection Method to Add on the Product Features.
- C. Group the Product Features of the bundle into tabs using the category field.
- D. Change Option layout to Tabs on the bundle Product.
- E. Change Enable Large Configuration to True on the bundle Product.

Correct Answer: ACE

QUESTION 2

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- B. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C. Create a Twin Field of the Square Footage field on the Quote Line object.
- D. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

Correct Answer: D

QUESTION 3

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. Before Calculate and On Calculate
- B. After Calculate
- C. On Calculate

D. On Calculate and After Calculate

Correct Answer: B

QUESTION 4

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.

How should the user achieve this?

A. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.

B. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.

C. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.

D. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.

Correct Answer: D

QUESTION 5

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D. Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2.

The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021.

The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021.

Which two methods could the user apply individually to meet the requirement? Choose 2 answers

A. Change the Subscription Term on the Quote Lines for C and D to the value 18.

B. Change the End Date on Quote Line Group 2 to December 3, 2021.

C. Change the End Date on the Quote Lines for C and D to December 3, 2021.

D. Change the Subscription Term on Quote Line Group 2 to the value 18.

Correct Answer: A