

CPQ-211^{Q&As}

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QUESTION 1

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

- A. Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.
- B. Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.
- C. Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.
- D. Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.

Correct Answer: A

QUESTION 2

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Upper	Lower	Discount
First level	1	11	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. \$1,050.00
- B. \$1,725.00
- C. \$1,700.00
- D. \$1,575.00

Correct Answer: A

QUESTION 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

Correct Answer: A

QUESTION 4

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 5

Universal Containers requires a subset of Products to be viewed based on a button on the Quote Line Editor. Which Salesforce CPQ functionality will satisfy this requirement?

- A. Custom Action
- B. Product Rules
- C. Custom Script
- D. Pricing Rules

Correct Answer: A