

CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

What type(s) of email template formats does SBAA allow?

- A. Visualforce
- B. Plain Text
- C. HTML
- D. All of the above,

Correct Answer: A

QUESTION 2

Universal Containers requires its customers to commit to a new 12-month Contract Term whenever requests to modify the existing Contract are made.

Which two steps should the Admin take to generate accurate Order records? Choose 2 answers

- A. Use the Evergreen Contract feature to permit existing Contracts to be extended beyond the original term.
- B. Renew the existing Contract, amend the Quote Start Date to today, and modify the Quote Lines to reflect a new 12-month term. Process the Renewal using the normal Quote > Order > Contract flow.
- C. Amend the existing Contract, updating all Quote Line Quantities to zero, effectively cancelling the Contract. Process the Amendment using the normal Quote > Order > Contract flow.
- D. Amend the existing Contract and extend the End Date to 12 month from today. Process the Amendment using the normal Quote > Order > Contract flow.

Correct Answer: AC

QUESTION 3

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.

Correct Answer: D

QUESTION 4

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 5

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Disabled.
- B. Set the Configuration Type to Allowed and Configuration Event to Always.
- C. Set the Configuration Type to Allowed and Configuration Event to Add.
- D. Set the Active checkbox on Reconfigure Line Custom Action to False.

Correct Answer: D

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