

CPQ-201^{Q&As}

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QUESTION 1

The Admin wants to ensure that within one bundle, Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B. Which setup should the Admin use to meet these requirements?

- A. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.
- B. A Product Selection Rule where two Error conditions with Summary Variables test if Product A and B have both been selected. If so, a Product Action will remove Product B.
- C. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- D. A Product Alert Rule where two Error Conditions with Summary Variable test if Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.

Correct Answer: B

QUESTION 2

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.

Correct Answer: B

QUESTION 3

An Admin has set up a Quantity Editable Product. The user can add the product to the Quote and adjust the Quantity on the Quote Line. When the user navigates to the Opportunity and inspects the Opportunity Product, the user only sees the Quantity on 1 on the Opportunity Product.

What are two reasons why the Opportunity Product record has a Quantity of 1? Choose 2 answers

- A. The Product has an associated Slab Discount Schedule.
- B. The Product's Default Quantity field value is equal to 1.
- C. The Product's Pricing Method field value is equal to Block.
- D. The Product is associated to a Product Option with the Type field value equal to Component.

Correct Answer: C

QUESTION 4

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- A. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- C. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- D. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

Correct Answer: A

QUESTION 5

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?

- A. Check the Optional check box on the Bundle Product Record.
- B. Check the Hidden checkbox on the Bundle Product Record.
- C. Check the Exclude From Opportunity checkbox on the Bundle Product Record.
- D. Check the Hidden checkbox on the Product option Record.

Correct Answer: B

QUESTION 6

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

- A. Ensure the Quote's Account lookup is populated.
- B. Ensure the Opportunity's Primary Quote lookup is populated.
- C. Check the Quote's Primary checkbox for a value of True.
- D. Ensure the Quote's Opportunity lookup is populated.

E. Check the Quote's Primary checkbox for a value of False.

Correct Answer: ABE

QUESTION 7

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options in the same level.

How should the Admin set this up?

- A. Set the Percent of Total Scope field on the Product Option record to a value of Components.
- B. Set the Percent of Total Scope field on the Product Option record to a value of Package.
- C. Set the Percent of Total Category field on each Product in the bundle to the same value.
- D. Set the Percent of Total Scope field on the Product Option record to a value of Group.

Correct Answer: A

QUESTION 8

Given a customer's tiered pricing model, an Admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the Admin configure the Discount Schedule to meet this requirement?

- A. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- C. Set the Discount Unit to Amount, create a custom Override_Amount_c field on the Edit Tiers page, select the Users Defined checkbox, and then choose All from the Override Behavior picklist.
- D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

Correct Answer: C

QUESTION 9

Universal Containers has a block priced product, Cloud Contacts, and wants to apply a 10% premium to the product when the payment frequency is annual. Based on the Price Actions below, what is the correct Order for the actions?

a.

$$SBQQ_CustomerPrice_c = SBQQ_RegularPrice_c * (1 - SBQQ_Discount_c)$$

b.

$$SBQQ_NetPrice_c = SBQQ_PartnerPrice_c * (1 - SBQQ_DistributorDiscount_c)$$

c.

$$SBQQ_PartnerPrice_c = CustomerPrice_c * (1 - SBQQ_PartnerDiscount_c)$$

d.

$$SBQQ_RegularPrice_c = SBQQ_ListPrice_C * 1.1$$

A.

a) b) c) d)

B.

d) a) c) b)

C.

d) c) a) b)

D.

b) c) a) d)

Correct Answer: B

QUESTION 10

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D. When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product

Options on this Quote are aggregate? Product Feature Product Feature A

Product Options [4] Configuration Rules [0] Product Feature Detail

Edit Delete Clone Feature Name Product Feature A -Min Options

Option S Max Options Dynamic Option Category Dynamic Option D Discount Schedule -Created By CPQ Admin
11/29/2016 11:48 AM Edit Delete Clone

Product Options New Product Option Action Option Name Optional SKU Edit Del PO_000089

Product A Edit Del PO_000090 Product B Edit Del PO_000091 Product C Edit Del

PO_000097 Product D

A. Set the Discount Schedule on Product Feature A and mark the "Cross Products: Checkbox as TRUE.

B. Set the Discount Schedule on Product Feature A and mark the "Cross Products" Checkbox as FALSE.

C. Set the Discount Schedule on the Product Option records and mark the " Cross Products" checkbox as TRUE

D. Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as FALSE

Correct Answer: A

QUESTION 11

Universal Containers wants to prevent users from selecting a Product Option when a conflicting one has been chosen. The Product Options that should not be selected should not be displayed to the users. The Admin needs to set up a Product Selection Rule to meet this requirement. Which Type should be used for the product Action?

- A. Hide
- B. Disable
- C. Hide and Remove
- D. Disable and Remove

Correct Answer: C

QUESTION 12

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the "Failed to Load PDF" error message appear when the output document is generated. Which steps should the Admin perform to diagnose the error?

- A. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.
- B. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.
- C. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.
- D. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "NO Errors"

Correct Answer: B

QUESTION 13

Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

- A. Select the Hidden checkbox on the Product Option.
- B. Select the Bundled checkbox on the Product Option.
- C. Set the Quote Line Visibility field to Editor Only on the Product Option.

D. Set the Quote Line Visibility field to Always on the Product Option.

Correct Answer: C

QUESTION 14

Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

A. Set the maintenance product Include in Percent of Total to True. On all storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.

B. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.

C. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.

D. subscription products, set the Percent Of Total Category to Storage.

E. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.

Correct Answer: E

QUESTION 15

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

A. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.

B. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.

C. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.

D. Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ__ProudctCode__c.

Correct Answer: A
