

CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

What is the correct order of data import to load Price Rules into CPQ?

- A. Costs, Price Books, Price Rules, Discount Categories, Discount Schedules
- B. Price Books, Price Rules, Price Dimensions, Discount Tiers, Price Actions
- C. Price Books, Price Rules, Lookup Queries, Price Conditions, Price Actions
- D. Summary Variables, Price Rules, Price Conditions, Lookup Queries, Price Actions

Correct Answer: A

QUESTION 2

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor. What should the Admin do to resolve this issue?

- A. Move the Clone and Delete actions into the Quote Line Editor drawers.
- B. Change the Actions Column Placement in package settings to Left.
- C. Update the Custom Action Location to eft.
- D. Set a lower value in the Display Order field in the Custom Action record.

Correct Answer: A

QUESTION 3

How should the Admin ensure Universal Containers\' users can generate output documents in Microsoft Word format?

- A. Create duplicate Template Sections in Microsoft Word format.
- B. Set the Allow output Format Change checkbox on the Quote Template.
- C. Set the Allow output Format Change checkbox on each user in user Settings.
- D. Create a second Quote Template in Microsoft Word format.

Correct Answer: C

QUESTION 4

Users should be able to quote ramp deals with non-consecutive time period. Which setting should the Admin turn on for this requirement?

- A. Select the Allow Non-Consecutive Custom Segments checkbox on the Price Dimension object.

- B. Select the Allow Non-Consecutive Custom Segments checkbox on the Product object.
- C. Select the Allow Non-Consecutive Custom Segments checkbox on the salesforce CPQ package settings.
- D. None of the above: all custom segments must be consecutive.

Correct Answer: C

QUESTION 5

The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows: Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- A. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True
- B. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False
- C. For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- D. For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.

Correct Answer: AD

QUESTION 6

Composite Summary Variables are Summary Variables that are combined with an additional calculation?

- A. True
- B. False

Correct Answer: A

QUESTION 7

The Admin wants to display specific customer information from the Account object onto the output document. Which object should this information be referenced on to be pulled into an HTML Template Content record?

- A. Quote Line
- B. Quote
- C. Opportunity
- D. Template

Correct Answer: B

QUESTION 8

Universal Containers wants line items to be organized into pre-defined groups on the output document. The name of these pre-defined groups needs to be displayed above each group in the output to identify it. Which two ways can an Admin meet this requirement?

- A. Set the Group field on the Line Items type of Template Content record.
- B. Create Solution Groups, allowing users to group products on the Quote Line Editor.
- C. Set the Group Filed field on the Quote Template or Template Section records.
- D. New Quote Group field on each Product record with the associated group name Set the New Quote Group field on each Product record with the associated group name.

Correct Answer: CD

QUESTION 9

Using Bundles allows you to have multiple price books on an opportunity.

- A. True
- B. False

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

A Quote Template has Template Sections related to these types of Template Content: Template Top Line Items HTML Quote Terms

The Admin has associated these Template Content records to four Template Sections.

Which three statements are valid about these types of Template Content? Choose 3 answers

- A. Template Top and HTML are fully code-customizable
- B. Line Items are either displayed as Standard or with Price Dimensions.
- C. Template Top is the only Section that can show Billing/Shipping info.
- D. Quote Terms can be dynamic if Term Condition are defined.
- E. Line Items can be coded into an HTML section.

Correct Answer: ACD

QUESTION 12

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- B. Add the PDF as a required Additional Document on the Quote Template.
- C. Upload the PDF into the Documents object folder named Output Attachments.
- D. Create an HTML Template Content record for the PDF and include it in a Template Section.

Correct Answer: D

QUESTION 13

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. Management has asked the Admin to Streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the Admin enable to meet this requirement?

- A. Calculate Immediately

- B. Use Legacy Calculator
- C. Use Inactive Prices
- D. Enable Quick Calculate

Correct Answer: A

QUESTION 14

"UC Admin wants to prevent a Quote Term from being edited by non-admin users. What should the Admin do to meet this requirement?

- A. On the Quote Term record, check the Read-Only checkbox.
- B. On the User Profile, make the object Read-Only."
- C. On the Quote Term object, make the Object Read-Only
- D. On the Quote Term record, check the Locked checkbox.

Correct Answer: D

QUESTION 15

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- B. Create a bundle with Container B and options X, Y, and Z as product options for Container A.
- C. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- D. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."

Correct Answer: D

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