

CPQ-211^{Q&As}

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QUESTION 1

What does ApprovalsArchived__c need to return to properly archive approval records?

- A. True
- B. False
- C. 1
- D. 0

Correct Answer: C

QUESTION 2

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 3

An Admin has set up option constraints in the Universal Container sandbox where Product A depends on the selection of Product B. During testing, it is determined that Product A can be selected regardless of whether Product B has been selected or not. Why is this happening?

- A. Product A was set up as the Constrained Option.
- B. The Option Constraint was set up with type "Dependency."
- C. Product B was set up as the Constraining Option.
- D. The Option Constraint has not been activated.

Correct Answer: D

QUESTION 4

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired. What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- B. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- D. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

Correct Answer: D

QUESTION 5

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 6

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. Special Price and Special Price Type
- B. Custom Price and Custom Price Type
- C. Regular Price and Regular Price Type
- D. List price and List Price Type

Correct Answer: A

QUESTION 7

"UC sells Product A with a tiered pricing model using a discount schedule with three discount tiers. They signed an agreement with their client ACME Tools that give this client a 50% discount on Product A with a flat rate for next calendar year.

Which set of actions would meet these requirements?

- A. Create a price book specific to ACME Tools with a price book entry at half the price for Product A and create a workflow rule that assigns this price book to all opportunities for ACME Tools."
- B. Create a price rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote lines for Product A when the account associated with the quote is ACME Tools.
- C. Create a discount schedule with a single discount tier at 0% discount and associate it with a contracted price giving 50% discount to Product A on the ACME Tools account record.
- D. Create a price rule that applies the 50% discount to the list price and injects it into the Customer Price field on the quote line when the account associated with the quote is ACME Tools.

Correct Answer: C

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 requirement to set a maximum discount approval threshold for the User. This Threshold is a calculated value based on data held in a Custom Object. The Admin has determined that this will require two price rules. The first rule is a lookup rule that Pulls a value from a custom object record and set it to a custom field on the quote line. The second price rule evaluates if the custom field is populated, and if so, it calculates the maximum discount threshold using that value. Both Price Rules have Evaluation Events set to On Calculate. The Second Price Rule is not running. How should the Price Rules be altered so that the second Price Rule will run?

A. Both Price Rules must be moved to the Before Calculate Evaluation Event.

B. The order of the Price Action for the first Price Rule must be earlier than that of the second.

C. The second Price Rule must have the same Evaluation Order as the first.

D. The second Price Rule must be in a later Calculator Evaluation Event.

Correct Answer: D

QUESTION 10

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 11

Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

- A. Select the Multiplier checkbox on the Bundle.
- B. Select the Bundled checkbox on the Product Option.
- C. Select Component as the Type field on the Product Option.
- D. Select the Quantity Editable checkbox on the Product Option.

Correct Answer: C

QUESTION 12

"UC has three different quote processes for guided selling. The Admin wants to dynamically assign the appropriate quote process to a quote based on the customer's region.

What should be done to meet this requirement?

- A. Create a trigger to update the Process Inputs Region field on the Quote."
- B. Create a trigger to update the Process Inputs Region field on the Quote Process.
- C. Create a workflow rule to update the Quote Process ID field on the Quote Line Group
- D. Create a workflow rule to update the Quote Process ID field on the Quote

Correct Answer: D

QUESTION 13

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

- A. None
- B. Configurable
- C. Allowed
- D. Disabled
- E. Required

Correct Answer: ACE

QUESTION 14

When quoting any subscription product, a user at Universal Containers must choose the payment frequency between Monthly or Annually. When frequency is Monthly, Universal Containers wants to apply an automatic uplift of 10% to the price of the subscription service. The Admin decides to use a price rule to implement this requirement and wants to inject the result of a calculation in the List Price field on the quote

line. Which formula expression should the Admin set up on the price condition for this uplift price rule?

- A. `IF(TEXT(Payment_Frequency_c) = "Monthly", SBQQ_Product_r.SBQQ_ListPrice_c * 1.1, SBQQ_ListPrice_c)`
- B. `IF(TEXT(Payment_Frequency_c) = "Monthly" , SBQQ_ListPrice_c * 1.1, SBQQ_ListPrice_c)`
- C. `IF(TEXT(Payment_Frequency_c) = "Monthly" , SBQQ_OriginalPrice_c * 1.1, SBQQ_OriginalPrice_c)`
- D. `IF(TEXT(Payment_Frequency_C) = "Monthly" , SBQQ_PriceBookEntry_r.UnitPrice * 1.1, SBQQ_PriceBookEntry_r.UnitPrice)`

Correct Answer: B

QUESTION 15

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

- A. Create a Quote picklist field named output Language, With language codes as values.
- B. Create Localization records for individual Quote Terms for all three languages.
- C. Enable "Allow Output in Different Languages" In the managed package settings.
- D. Set the Quote Term field Language to the desired output language for each Quote Term.

Correct Answer: AB

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