

CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

Universal Container (UC) has a required Configuration Attribute for color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the Admin need to create the Color field to meet this requirement?

- A. Product Option, Quote Line.
- B. Quote Line, Asset.
- C. Product, Product Option.
- D. Product, Quote Line.

Correct Answer: A

QUESTION 2

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions.

Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.
- B. Create a single Price Book with all Products. Share the Price Book with all users.
- C. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- D. Use Product rules to hide Products from some sales reps.

Correct Answer: D

QUESTION 3

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner)

Which two error condition setups will meet this requirement?

Choose 2 answers

A. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field
-Operator is set to Less or Equals

B. -Summary Variable A goes in the Filter Variable field V O -Summary Variable B goes in the Tested Variable field
-Operator is set to Less than

C. -Summary Variable A goes in the Tested Variable field V O -Summary Variable B goes in the Filter Variable field
-Operator is set to Greater than

Correct Answer: BC

QUESTION 4

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 5

Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line.

Which property must be present on the additional Quote line to create a Subscribed Asset at the time of Contract generation?

A. Bundled equals True.

B. Subscription Pricing equals Percent of Total.

C. Package equals True.

D. Pricing Method equals Percent of Total.

Correct Answer: D