

CPQ-211^{Q&As}

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QUESTION 1

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term unit: Month Subscription Prorate Precision: Day
- B. Subscription Term unit: Month Subscription Prorate Precision: Month
- C. Subscription Term unit: Month Subscription Prorate Precision: Month + Daily
- D. Subscription Term unit: Day Subscription Prorate Precision: Day.

Correct Answer: C

QUESTION 2

Universal Containers has two products:

*C-STOR-L, which is a Large Storage Container.

*C-LID-L, which is a lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The Admin wants to create an Option Constraint.

What field should C-LID-L be stored in to meet this requirement?

- A. Constrained Option
- B. Dependent Option
- C. Required for Option
- D. Selected Option

Correct Answer: A

QUESTION 3

"UC sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500 \$8,600 plus \$7 per unit above 1,000

- A. Block
- B. List
- C. Segmented
- D. Tiered

Correct Answer: A

QUESTION 4

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 5

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
