CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

Pass Salesforce CPQ-211 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.leads4pass.com/cpq-211.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Salesforce
Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

Which two objects could a discount schedule be applied and take precedence over discount schedule identified in a product feature?

A. Product

B. Product Option

C. Contracted Price

D. Segmented Product

Correct Answer: BC

QUESTION 2

Universal Containers has a requirement to ensure that Product B is always quoted with Product A in a bundle. The products are in separate features and there is no clear indication that they must be sold together. They implemented a Product Validation rule to fulfill this requirement, but received complaints that it was not user friendly. What other approach should the Admin take to fulfill this requirement?

A. Create an Option Constraint with Type: Add.

B. Create a Configuration Price Rule to add Product B.

C. Create a Product Selection rule to add Product B.

D. Create an Option Constraint with Type: Dependency.

Correct Answer: C

QUESTION 3

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 4

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing. Products A and B have Asset Conversion populated. Both Products have a Quantity of two. Which two are potential outcomes when the Opportunity associated with the Quote is contracted?

A. Two Subscription records and two Assets records will be created.

B. One Subscription record and two Asset records will be created.

C. One Subscription record and an Asset record will be created.

D. Two Subscription records and an Asset record will be created.

Correct Answer: BC

QUESTION 5

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates.

How can a CPQ Specialist meet this business requirement?

A. Separate Quotes must be created for each unique Start Date.

B. Set both the Order by Quote Line Group and Ordered checkboxes to True.

C. Change Default Order Start Date in CPQ Package settings to Quote Start Date.

D. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.

Correct Answer: B