

## CPQ-211<sup>Q&As</sup>

Salesforce CPQ Admin Essentials for Experienced Administrators

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**QUESTION 1**

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

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**QUESTION 2**

The Admin at Universal Containers is receiving an "Attempt to de-reference a null object" error when generating a Quote Document after adding the following section to display line items with the Product Family Setup Fees: What change needs to be made to resolve this error?

- A. Filter Field must be the field name Product Family.
- B. Filter Value should have quotations around Setup Fees
- C. More than one-line volume must apply only to this section.
- D. Filter Operator must be populated with Equals.

Correct Answer: D

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**QUESTION 3**

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. Before Calculate and On Calculate
- B. After Calculate
- C. On Calculate
- D. On Calculate and After Calculate

Correct Answer: B

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## QUESTION 4

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. An Order without Order Products is created.
- B. A second Order is generated with the remaining Quote Lines.
- C. An error is thrown informing the user an order already exists.
- D. The existing Order is updated with the remaining Quote Lines.

Correct Answer: D

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## QUESTION 5

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options?  
Choose 2 answers

- A. Set up a Lookup Price Rule referencing a custom object.
- B. Create a Feature level Configuration Attribute.
- C. Set the Configuration Attribute with Apply to Product Options to True.
- D. Create a bundle level Configuration Attribute.

Correct Answer: D

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