

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

Salesforce CPQ Admin Essentials for Experienced Administrators

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**QUESTION 1**

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- A. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- B. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- C. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- D. Set the Product Family picklist on the Standard Warranty product's Product record to Services.

Correct Answer: B

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**QUESTION 2**

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

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**QUESTION 3**

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 4

Which of the following is not a standard pricing method in Steelbrick CPQ?

- A. Block Pricing
- B. List Pricing
- C. Rollback Pricing
- D. Cost Pricing

Correct Answer: C

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#### QUESTION 5

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

- A. Set and choose a Category on the Feature.
- B. Set Option Layout to Tabs on the Feature.
- C. Set Option Layout to Tabs on the Product.
- D. Set and choose a Group on the Feature.

Correct Answer: C

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