

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

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

- A. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.
- B. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.
- C. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.
- D. Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ__ProductCode__c.

Correct Answer: A

QUESTION 2

What is a valid formula for use in a Price Action where Target Object is Quote Line?

- A. SBQQ__Product__r.SBQQ__DiscountSchedule__r.SBQQ__Order__c
- B. SBQQ__Product__r.Name
- C. SBQQ__Feature__r.SBQQ__Number__c
- D. \$User.FirstName

Correct Answer: B

QUESTION 3

Suppose you have several Product Rules with conditions that evaluate a Configuration Attribute. You want the rules to fire immediately when the user changes the value of the Configuration Attribute. How do you accomplish this?

- A. Add the Product Rules to the related list on the Configuration Attribute record
- B. Check the Apply Immediately checkbox on the Configuration Attribute record
- C. Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes
- D. Check the Run Immediately checkbox on the Product Rule records

Correct Answer: B

QUESTION 4

The Admin decides to use a price rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is non-subscription product. The Admin has already created price conditions to target quote lines for Product A where the additional discount fields are not populated. Which set of additional actions should the Admin take to support this prior purchase constraint?

- A. Create a summary variable counting the asset records for product A and create a price condition verifying that the quantity field on the quote line is greater than the summary variable.
- B. Create a summary variable summing the quantity of product A from quote lines and create a price condition verifying that the summary variable is greater than the value 1.
- C. Create a summary variable counting the asset records for product A and create a price condition verifying that the summary variable is greater than the value 0.
- D. Create a summary variable summing the quantity of the asset records for product A and create a price condition verifying that the quantity field on the asset object is greater than the value 0.

Correct Answer: C

QUESTION 5

Which is not a pro-rate precision option (in the Package Settings)?

- A. Month
- B. Month + Week
- C. Month + Day
- D. Day

Correct Answer: B

QUESTION 6

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created.

Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

- A. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- B. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- C. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- D. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

Correct Answer: D

QUESTION 7

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Set the Order By field on the Quote to Product Family.
- B. Set the Order By field on the Quote Line to Product Family.
- C. Enable Allow Multiple Orders from a checkbox on the Quote.
- D. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.

Correct Answer: D

QUESTION 8

"Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature. Which configuration is valid for displaying the attributes?"

- A. Above or below all product options in the feature.
- B. Above all product options in the feature."
- C. Above or below the feature in the bundle.
- D. Above or below all features in the bundle.

Correct Answer: A

QUESTION 9

Universal Containers would like a specific background color for the column heading of the line item table in the output document. Where should the Admin input the correct hex code to meet this display requirement?

- A. In the Template Content source editor in place of the previous hex color code.
- B. In the Shading Color field on the Quote Template record.
- C. In the Group Shading Color field on the Quote Template record.
- D. In the Summary Shading Color field on the Line Column records.

Correct Answer: B

QUESTION 10

Universal Containers (UC) wants to set up four separate Template Sections. UC also wants each of these sections to render on its own page, no matter if the text field fills an entire page or not. Which two will determine how the page breaks?

- A. Under the Page Break picklist, select the After option on each of the first three Template Sections.
- B. Under the Keep with Previous picklist, select the Always option on each of the Template Sections.
- C. Under the Keep Separate picklist, select the Always option on each of the Template Sections.
- D. Under the Page Break picklist, select the Before option on each of the last three Template Sections.

Correct Answer: AD

QUESTION 11

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the Admin meet the business requirements?

- A. Set Asset Conversion for each downloadable Product to null.
- B. Set Asset Conversion for each downloadable Product to a custom value.
- C. Set Asset Conversion for each downloadable Product to One per unit.
- D. Set Asset Conversion for each downloadable Product to One per Quote Line.

Correct Answer: D

QUESTION 12

Summary Variables can be used in Rule Conditions.

- A. True
- B. False

Correct Answer: A

QUESTION 13

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.

In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

- A. Set the Conditional Print Field on the Line Column record.

- B. Include Monthly Price in the Quote Line Editor Field set.
- C. Create a custom formula Indicating if the Payment Terms are Net 30.
- D. Create an additional Line Items section without the Monthly Price field.

Correct Answer: AD

QUESTION 14

Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product.

How can the Admin meet this requirement?

- A. Delete the Product so it is unavailable for new business Quotes.
- B. Create a new renewal Product, then link it to the end-of-life Product by using the Renewal Product lookup.
- C. Create an end-of-life checkbox on the Product, then create a Search Filter to exclude any Product marked end-of-life from Product Selection.
- D. Deactivate the Product since CPQ allows inactive Products to be renewed.

Correct Answer: D

QUESTION 15

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- A. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- C. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- D. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

Correct Answer: A

[CPQ-211 PDF Dumps](#)

[CPQ-211 Exam Questions](#)

[CPQ-211 Braindumps](#)