



CPQ-201^{Q&As}

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**QUESTION 1**

Universal Containers has a Product that has a Subscription Term of 12 months. Users frequently create Quotes which are longer than this period. When adding this Product to these Quotes, however, the Prorated List Price is the same as the List price. Which action should the Admin take to correct the issue?

- A. Populate Subscription Pricing on the Product.
- B. Populate Subscription Pricing on the Quote Line .
- C. Check "Enable Proration" on the Quote.
- D. Populate Default Subscription Term on the Quote Line.

Correct Answer: A

QUESTION 2

Universal Containers conducts business via channel sales and offers a Partner program, in which Partners receive a different level of discount based on their partnership level and the product family. The CPQ Architect has determined that the Partner discount will be automatically assigned with price rules, based on a lookup table. The CPQ Architect has created the following lookup table with an object named "Partner Program". How many price rules should the Admin create in order to process the four different discounts offered to Partners?

- A. Four
- B. Two
- C. Three
- D. One

Correct Answer: D

QUESTION 3

A User at Universal Containers has created a new quote on Opportunity Z, which includes a fixed price subscription product. The Opportunity has been updated to Closed/Won, and the "Contracted" checkbox is marked TRUE; however, the contract is not generated. Which fields are likely causing the issue?

- A. Primary and Subscription Term
- B. Primary and Start Date
- C. Primary, Subscription Term, and End Date
- D. Subscription Term and End Date

Correct Answer: B



QUESTION 4

User A at Universal Containers has an active quote with Company A. Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- A. The User must press Refresh Prices to see the effect.
- B. The quote line for this product has Non Discountable checked.
- C. The contracted price is only applied when adding a product.
- D. The User must set Allow Contracted Prices on their quote.

Correct Answer: C

QUESTION 5

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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