CPQ-211^{Q&As}

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Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

Universal Containers requires a subset of Products to be viewed based on a button on the Quote Line Editor. Which Salesforce CPQ functionality will satisfy this requirement?

A. Custom Action

B. Product Rules

C. Custom Script

D. Pricing Rules

Correct Answer: A

QUESTION 2

Which type of Discount Schedule would you select if you wanted a blended discount rate applied across all units?

A. Range

B. Markup

C. Slab

D. Block

Correct Answer: C

QUESTION 3

The Admin at Universal Containers set up a Price Rule to override List Price with a discounted promotional price. The Price Action has a formula which is as follows: SBQQ_ListPrice_c * (1 ? Promotional_Discount_c). The Admin is finding that every Calculate is clicked, the price is adjusted. For example, if List Price is $10.00 and promotional discount is 10%: 10.00 * (1 ?020) = 9.00. The next time calculate is clicked, the following calculation takes place: 9 * (1-0.10) = 8.10. If List Price must be overridden, how can this problem be fixed?

A. The Salesforce CPQ package has an Original Price field which should be used instead of Last Price in the formula.

B. Create a field to hold the Price Book price and populate on Quote creation with a Workflow Rule for use in the formula.

C. Create a field to hold the Price Book price, and populate Before Calculate with ... Price Rule for use in the formula.

D. The Salesforce CPQ package has an MSRP field which should be used instead of Last Price in the formula.

Correct Answer: A

QUESTION 4

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

A. Set the Configuration Type to Disabled.

B. Set the Configuration Type to Allowed and Configuration Event to Always.

C. Set the Configuration Type to Allowed and Configuration Event to Add.

D. Set the Active checkbox on Reconfigure Line Custom Action to False.

Correct Answer: D

QUESTION 5

Universal Containers has an output document with a line item table that currently displays product options that are marked as Included. What step should the Admin take to remove the Included products from the line item table?

A. Set the Show Bundled Products field to False on the Quote Template.

B. Set the Hide Included Products field to True on the Quote Template.

C. Create a Quote Line field OutputVisibility__C that returns False if Included = True.

D. Create a filter on the line items Template Section where Component = False

Correct Answer: A