



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

Salesforce CPQ Admin Essentials for Experienced Administrators

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**QUESTION 1**

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page.

Which solution meets the business requirement without creating a separate Price Book?

- A. Create a bundle with a Configuration Attribute.
- B. Create multiple bundles with validation Product Rules.
- C. Create a Hidden Filter in Product Selection based on Profile.
- D. Create a Filter Product Rule.

Correct Answer: B

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**QUESTION 2**

Universal Containers has a quote with the following Process Inputs. The Admin wants questions that change dynamically based on answers to previous questions. For the first question, if the answer to "What business problem are you solving" is: Consolidated IT, then Server Types should be shown as the only next question. If the answer is "Manage Time and Express," then Deployment Options and Commercial Segment should be shown and Server Types should be hidden. How should the quote process be set up to meet this requirement?

- A. Create a Process Input Condition on Business Solution where Server Types equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- B. Create a Process Input Regulation on Server Types where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- C. Create a Process Input Condition on Server Types where Business Solution equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- D. Create a Process Input Condition on Server Types Where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manager Time and Expense.

Correct Answer: C

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**QUESTION 3**

Universal Containers wants to default information on the Quote Line from a Product field. How should this information be transferred?

- A. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- B. Create two fields with the same API name and type on the Product and Quote Line.



C. Create a Price Rule that stores the Product field's value in the Quote Line field.

D. Create a Workflow Rule that stores the Product field's value in the Quote Line field.

Correct Answer: B

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#### QUESTION 4

The Admin at Universal Containers has created a formula field to calculate margin on the Quote Line object. This field should be hidden from all Users that are not Admins or management. How can the Admin accomplish this?

A. Remove the margin field from the Quote Line Editor Field Set for relevant Profiles.

B. Remove the margin field from the Quote Line Editor Field Set for relevant Roles.

C. Set Visible to false for relevant Profiles on the field-level security for the margin field.

D. Set Visible to false for relevant Roles on the field-level security for the margin field.

Correct Answer: C

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#### QUESTION 5

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

A. A custom formula field should look up through the SBQQ\_\_Source\_\_c Quote Line lookup to the original Quote Line.

B. Renewal Quote Line values are automatically mapped from original Quote Lines.

C. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Correct Answer: B

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