



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

Salesforce CPQ Admin Essentials for Experienced Administrators

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**QUESTION 1**

The Admin has created the "Promotional Discount ABC" price rule below. TABLE Assuming a quote where all conditions form this rule are met, which products on the quote get a discount?

- A. Product C
- B. Product A, Product B, and Product C
- C. Product A and Product C
- D. Product B and Product C

Correct Answer: D

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**QUESTION 2**

Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors\' business units (child accounts). Product A has a product family of Storage and a list price of \$300. The parent account has a Contracted Price set to \$200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

- A. Set Ignore Parent Contracted Prices to true on the parent contracted price.
- B. Create a new contracted price for Product A on the business unit account with a price of \$300.
- C. Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.
- D. Set Ignore Parent Contracted Prices to true on the business unit account record.

Correct Answer: BD

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**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

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#### QUESTION 4

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

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#### QUESTION 5

Summary Variables can be used in Rule Conditions.

- A. True
- B. False

Correct Answer: A

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