



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

Salesforce CPQ Admin Essentials for Experienced Administrators

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**QUESTION 1**

Universal Containers needs to set up a bundle so that the sales rep can set some values that apply to the bundle rent, and others that apply to specific options. Which two configurations meet this requirement?

- A. Use custom product option fields for option-level values.
- B. Use configuration attributes for option-level values.
- C. Use custom product option fields for bundle-level values.
- D. Use configuration attributes for parent-level values.

Correct Answer: AD

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**QUESTION 2**

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. API name of the field in the Tested field.
- B. Salesforce ID of the Error Condition record.
- C. Value of the Index field.
- D. Value of the Condition # field.

Correct Answer: D

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**QUESTION 3**

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

- A. {!Text.VariableName}
- B. {\$Data.VariableName}
- C. {!Data.VariableName}
- D. {\$Text.VariableName}

Correct Answer: A

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**QUESTION 4**

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

- A. Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.
- B. Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.
- C. Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.
- D. Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

Correct Answer: D

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**QUESTION 5**

Universal Containers wants to default the value of the Location process input based on the location determined on the Quote. How should the Admin fulfill this requirement?

- A. Add the API name of the Location field on the Quote to the Default Field picklist on process input.
- B. Create a Process Input field called Location and add the API name of the Location field on the quote to its picklist.
- C. Add the API name of the Location field on the Quote to the Default Field picklist on the quote process.
- D. Create twin fields that map between the Location field on the Quote to the Location process input.

Correct Answer: D

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**QUESTION 6**

What additional field is required for all records when using Approval Variables vs. Summary Variables?

- A. Net Variable
- B. Combine With
- C. Type
- D. List Variable

Correct Answer: C

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**QUESTION 7**

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity



of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner)

Which two error condition setups will meet this requirement?

Choose 2 answers

A. -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field

-Operator is set to Less or Equals

B. -Summary Variable A goes in the Filter Variable field V O -Summary Variable B goes in the Tested Variable field

-Operator is set to Less than

C. -Summary Variable A goes in the Tested Variable field V O -Summary Variable B goes in the Filter Variable field

-Operator is set to Greater than

Correct Answer: BC

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## QUESTION 8

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. Management has asked the Admin to Streamline the Quote Line Editor so calculations occur automatically after each change is made.

Which Managed Package setting should the Admin enable to meet this requirement?

A. Calculate Immediately

B. Use Legacy Calculator

C. Use Inactive Prices

D. Enable Quick Calculate

Correct Answer: A

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## QUESTION 9

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 10

An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer's product catalog. Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

A. On the Configuration Attribute, "Apply to Product Options" is not selected.

B. A selection rule is being used to hide a configuration attribute value.

C. On the Configuration Attribute, "Hidden" is selected.

D. The user chose a configuration attribute value that cannot be mapped.

E. Create a cross-object formula field that stores the Product Field's value in the Quote Line field.

Correct Answer: A

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#### QUESTION 11

"An Admin has created a bundle with four Product Options for Products A, B, C, and D. When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two - but never both.

How should the Admin set up Bundle A to accomplish this?

A. Create a Product Feature and set both Min Options and Max Options to 4.

B. Create a Product Feature and set both Min Options and Max Options to 1.

C. Create an Option Constraint and set Type = Exclusion"

D. Create an Option Constraint and set Type = Dependency

Correct Answer: C

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#### QUESTION 12

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:



Name	Upper	Lower	Discount
First level	1	11	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. \$1,050.00
- B. \$1,725.00
- C. \$1,700.00
- D. \$1,575.00

Correct Answer: A

#### QUESTION 13

Admins must create custom objects when leveraging:

- A. Summary Variables
- B. Lookup tables
- C. Quote Templates
- D. Amendments

Correct Answer: B

#### QUESTION 14

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- A. Create a new field set on the Quote Line editor without Monthly Price.
- B. Fill the Conditional Print Field on the Column Lines object.
- C. Create a custom Formula indicating if the Payment Terms Are Net 30.
- D. Create an additional Lines Section without the Monthly Price field.

Correct Answer: BD

#### QUESTION 15



The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- B. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.
- C. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- D. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.

Correct Answer: B

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