



CPQ-201^{Q&As}

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QUESTION 1

Universal Containers has a Product Family of "Software". When a Configuration Attribute in their bundle is set to "Minimum," all Software products should be hidden with a Product Rule. Which configuration of conditions and actions should the Admin use to enable this?

- A. An Error Condition should be set up to compare the static value, "Minimum," against the Configuration Attribute. A Product Action, using the Filter Field, should be used to hide the Products.
- B. An Error Condition should be set up to compare the static value, "Minimum," against the Configuration Attribute. A Product Action should be set up for each Product that needs to be hidden.
- C. Two Error Conditions should be defined: one to check the Product Family value on the Product Option record, and one to check the Configuration Attribute. No Actions are Required.
- D. An Error Condition should be set up to check the Product Family value on the Product Option record A Product Action, using the Filter Field, should be used to hide the Products.

Correct Answer: A

QUESTION 2

"UC 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 a Workflow Rule that stores the Product field's value in the Quote Line field.
- C. Create two fields with the same API name and type on the Product Quote Line."
- D. Create Price Rule that stores the Product field's value in the Quote Line field.

Correct Answer: C

QUESTION 3

Which two objects could a discount schedule be applied and take precedence over the discount schedule identified in a product feature?

Choose 2 answers

- A. Contracted Price
- B. Product
- C. Product Option
- D. Segmented Product

Correct Answer: AC



QUESTION 4

Universal Containers uses over 45,000 different container Product records with CPQ. When a sales rep views the Add Product page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ Specialist enable this functionality from the salesforce CPQ managed package configuration settings?

- A. Check the Solution Groups Enabled Checkbox, set Object to Quote Line and set Name Field to Product Family.
- B. Select Product Family in the Product Results Group Field Name field in Additional Settings
- C. Add the Product Family field to the Search Results Field Set on the Product Object.
- D. Select Product Family in the Product Search Plugin field in Plugins.

Correct Answer: D

QUESTION 5

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D. Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2.

The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021.

The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021.

Which two methods could the user apply individually to meet the requirement? Choose 2 answers

- A. Change the Subscription Term on the Quote Lines for C and D to the value 18.
- B. Change the End Date on Quote Line Group 2 to December 3, 2021.
- C. Change the End Date on the Quote Lines for C and D to December 3, 2021.
- D. Change the Subscription Term on Quote Line Group 2 to the value 18.

Correct Answer: A

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