



CPQ-201^{Q&As}

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QUESTION 1

Which is not a pro-rate precision option (in the Package Settings)?

- A. Month
- B. Month + Week
- C. Month + Day
- D. Day

Correct Answer: B

QUESTION 2

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. The Save or Quick Save buttons are clicked.
- B. Override values are subject to Discount Schedule updates made by the Admin.
- C. The Opportunity status has changed to Proposal/price Quote.
- D. The Quote status has changed to Approved.

Correct Answer: D

QUESTION 3

To assign a specific Discount Schedule to an Account (that is active for a specified Start and End Date) you would create a:

- A. Price Rule
- B. Summary Variable
- C. Contracted Price
- D. Separate Sub-account

Correct Answer: C

QUESTION 4



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

QUESTION 5

Universal Containers wants line items to be organized into pre-defined groups on the output document. The name of these pre-defined groups needs to be displayed above each group in the output to identify it. Which two ways can an Admin meet this requirement?

- A. Set the Group field on the Line Items type of Template Content record.
- B. Create Solution Groups, allowing users to group products on the Quote Line Editor.
- C. Set the Group Filed field on the Quote Template or Template Section records.
- D. New Quote Group field on each Product record with the associated group name Set the New Quote Group field on each Product record with the associated group name.

Correct Answer: CD

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