



CPQ-211^{Q&As}

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QUESTION 1

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- D. Create a custom Page Layout and add the custom Contract Name field to the layout.

Correct Answer: D

QUESTION 2

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

- A. Product
- B. Contract
- C. Expiration Date
- D. Discount
- E. Effective Date

Correct Answer: ACD

QUESTION 3

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values: *List price: \$100 *Quantity: 5 Discount Schedule field values: *Type: Slab *Discount Unit: Percent



Discount Tiers:			
Tier name	Lower bound	Upper bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6	blank	20%

- A. \$480.00
- B. \$450.00
- C. \$500.00
- D. \$470.00

Correct Answer: B

QUESTION 4

Suppose you have several Product Rules with conditions that evaluate a Configuration Attribute. You want the rules to fire immediately when the user changes the value of the Configuration Attribute. How do you accomplish this?

- A. Add the Product Rules to the related list on the Configuration Attribute record
- B. Check the Apply Immediately checkbox on the Configuration Attribute record
- C. Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes
- D. Check the Run Immediately checkbox on the Product Rule records

Correct Answer: B

QUESTION 5

The Admin at Universal Containers (UC) has created one bundle that contains all of its products as Options. The bundle has Subscription Pricing and Asset Conversion set to null on its Product record. Implementing the Product Catalog via a bundle allows UC to enforce logic about which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions.

After making selections within the bundle, a sales user saves the Quote and creates a Contract from the Opportunity associated with the primary Quote. Later, the sales user needs to amend this Contract based on new requirements from the customer. When UC amends the Contract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote.

Why is bundle excluded in the Amendment Quote?

- A. The sales user neglected to select the Preserve Bundle structure field on the Contract.
- B. The bundled Product is excluded from the amendment because it lacks an Asset or a Subscription.
- C. By default, bundled Assets and Subscriptions are excluded in Amendment Quotes.



D. The sales user must use the Amend Assets field on the Account to amend a Contract which contains Assets.

Correct Answer: C

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