



CPQ-211^{Q&As}

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QUESTION 1

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Sort Order as the only null Sort Order of any Product.
- B. Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- C. Set the Product Code as the first alphabetically of any Product's Product Code.
- D. Set the Product's Product Code as the only null Product Code of any Product.

Correct Answer: A

QUESTION 2

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 3

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

*The original Subscription

*The first amended Subscription

*The second amended Subscription

- A. 120, -20, 40



- B. 100, -20, 40
- C. 100, 80, 120
- D. 80, 0, 40

Correct Answer: D

QUESTION 4

How do you ensure that the value a user inputs into a Configuration Attribute is preserved so that the user does not need to re-enter it when reconfiguring the bundle at a later time?

- A. Add the Configuration Attribute to the ReferencedFields field set
- B. Check the "Store Configuration Attribute Values" checkbox in the Steelbrick package settings
- C. Check the "Store Value" checkbox on the Configuration Attribute record
- D. Create a field on the Quote Line object that has the same data type and API name as the field you created on the Product Option object

Correct Answer: D

QUESTION 5

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- A. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- C. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- D. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

Correct Answer: A

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