



CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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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

"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

QUESTION 3

The Admin at Universal Containers set up a Price Rule to override List Price with a discounted promotional price. The Price Action has a formula which is as follows: $SBQQ_ListPrice_c * (1 - Promotional_Discount_c)$. The Admin is finding that every Calculate is clicked, the price is adjusted. For example, if List Price is \$10.00 and promotional discount is 10%: $10.00 * (1 - 0.10) = 9.00$. The next time calculate is clicked, the following calculation takes place: $9 * (1 - 0.10) = 8.10$. If List Price must be overridden, how can this problem be fixed?



- A. The Salesforce CPQ package has an Original Price field which should be used instead of Last Price in the formula.
- B. Create a field to hold the Price Book price and populate on Quote creation with a Workflow Rule for use in the formula.
- C. Create a field to hold the Price Book price, and populate Before Calculate with ... Price Rule for use in the formula.
- D. The Salesforce CPQ package has an MSRP field which should be used instead of Last Price in the formula.

Correct Answer: A

QUESTION 4

MDQ products are automatically removed from normal Line Item tables whenever an output document includes an MDQ specific table layout in another section

- A. True
- B. False

Correct Answer: B

QUESTION 5

Admins must create custom objects when leveraging:

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

Correct Answer: B

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