



CPQ-211^{Q&As}

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QUESTION 1

"UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

- A. Pricing Method set to Percent of Total and Subscription Pricing blank
- B. Pricing Method set to Custom and Subscription Pricing set to Custom"
- C. Pricing Method set to Percent of Total and Subscription Pricing set to Custom
- D. Pricing Method set to List and Subscription Pricing set to Percent of Total

Correct Answer: AD

QUESTION 2

What is the correct order of data import to load Price Rules into CPQ?

- A. Costs, Price Books, Price Rules, Discount Categories, Discount Schedules
- B. Price Books, Price Rules, Price Dimensions, Discount Tiers, Price Actions
- C. Price Books, Price Rules, Lookup Queries, Price Conditions, Price Actions
- D. Summary Variables, Price Rules, Price Conditions, Lookup Queries, Price Actions

Correct Answer: A

QUESTION 3

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Upper	Lower	Discount
First level	1	11	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. \$1,050.00
- B. \$1,725.00
- C. \$1,700.00
- D. \$1,575.00



Correct Answer: A

QUESTION 4

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

- A. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: False, Subscription Term: 1
- B. Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total: True, Subscription Term: 12
- C. Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1
- D. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12

Correct Answer: B

QUESTION 5

An Admin has created a new bundle, and a Product Rule associated with it. Universal Containers want the Product Rule to fire within this specific bundle. Which is a valid setup for the Configuration Rule?

- A. The Configuration Rule must be associated with the Product Option records used in Product Actions.
- B. The Configuration Rule must be associated with Product records used in Product Actions.
- C. The Configuration Rule must be associated with the Parent Product in the bundle.
- D. The Configuration Rule must be associated with the Product Feature used within the bundle.

Correct Answer: C

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