



CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

"UC sells a monthly subscription service with tiered pricing:

Total Price

\$1,000 for the first 100 units

\$1,000 plus \$9 per unit above 100

\$4,600 plus \$8 per unit above 500 \$8,600 plus \$7 per unit above 1,000

- A. Block
- B. List
- C. Segmented
- D. Tiered

Correct Answer: A

QUESTION 2

The Admin wants to display specific customer information from the Account object onto the output document. Which object should this information be referenced on to be pulled into an HTML Template Content record?

- A. Quote Line
- B. Quote
- C. Opportunity
- D. Template

Correct Answer: B

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

Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

- A. Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.
- B. Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.
- C. Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.
- D. Create a Discount Schedule for each currency in the related list on the Product.

Correct Answer: B

QUESTION 5

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

- A. Set and choose a Category on the Feature.
- B. Set Option Layout to Tabs on the Feature.
- C. Set Option Layout to Tabs on the Product.
- D. Set and choose a Group on the Feature.

Correct Answer: C

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