



# CPQ-211<sup>Q&As</sup>

Salesforce CPQ Admin Essentials for Experienced Administrators

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### QUESTION 1

What does ApprovalsArchived\_\_c need to return to properly archive approval records?

- A. True
- B. False
- C. 1
- D. 0

Correct Answer: C

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### QUESTION 2

The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B it is automatically selected when the User selects Product A. The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?

- A. Set Apply Immediately to True on Product record for Product A.
- B. Set Apply Immediately to True on Product record for Product B.
- C. Set Apply Immediately to True on Product Option record for Product B.
- D. Set Apply Immediately to True on Product Option record for Product A.

Correct Answer: D

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### QUESTION 3

On a quote template, the Price line column has a template section "Price Line Items" defined. Which behavior will the Admin observe when generating the output document?

- A. "Price" line column will not appear for Included or zero price items.
- B. "Price" line column will appear in multiple line item sections.
- C. "Price" line column will not appear for other line items sections.
- D. "Price Line Items: section will show only the "Price" Line column.

Correct Answer: D

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### QUESTION 4

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent



Product to the Client. What should the Admin do to meet this requirement?

- A. Check the Optional check box on the Bundle Product Record.
- B. Check the Hidden checkbox on the Bundle Product Record.
- C. Check the Exclude From Opportunity checkbox on the Bundle Product Record.
- D. Check the Hidden checkbox on the Product option Record.

Correct Answer: B

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#### QUESTION 5

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing. Products A and B have Asset Conversion populated. Both Products have a Quantity of two. Which two are potential outcomes when the Opportunity associated with the Quote is contracted?

- A. Two Subscription records and two Assets records will be created.
- B. One Subscription record and two Asset records will be created.
- C. One Subscription record and an Asset record will be created.
- D. Two Subscription records and an Asset record will be created.

Correct Answer: BC

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