CPQ-211^Q&As

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QUESTION 1

The Admin at Universal Containers created the following range Discount Schedule: The Users are confused by the results when the quantity falls on a number that is the threshold for an Upper/Lower Bound. For example, when 20 is selected, the discount percent is 30%. The users are expecting a discount percent of 20%. Which explanation best explains this phenomenon?

A. Lower bound is inclusive, upper bound is exclusive

B. The Discount Schedule should be type Slab instead of Type Range

C. The Discount Schedule should is a Term schedule, but should be Quantity

D. The Discount Schedule should have Inclusive set to True.

Correct Answer: AC

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

Which two scenarios can be supported using Amendments? Choose 2 answers

A. Change quantities of existing Products; apply different discounts than original Quote

B. Change quantities of existing Products; maintain same discounts as original Quote

C. Add new Products; co-terminate to existing Contract

D. Add new products; use different End Date from existing Contract

Correct Answer: AC

QUESTION 4

An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer\\'s product

catalog. Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

A. On the Configuration Attribute, "Apply to Product Options" is not selected.

B. A selection rule is being used to hide a configuration attribute value.

C. On the Configuration Attribute, "Hidden" is selected.

D. The user chose a configuration attribute value that cannot be mapped.

E. Create a cross-object formula field that stores the Product Field\\'s value in the Quote Line field.

Correct Answer: A

QUESTION 5

"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

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