



CPQ-211^{Q&As}

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QUESTION 1

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big.

What should the Admin do to resize the image and to maximize image quality?

- A. Wrap the image in a span tag and resize using CSS.
- B. Add HTML height and width attributes in the img tag."
- C. Resize in an image editor outside of Salesforce.
- D. Use inline CSS height and width properties in the img tag.

Correct Answer: C

QUESTION 2

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

- A. {!Text.VariableName}
- B. {\$Data.VariableName}
- C. {!Data.VariableName}
- D. {\$Text.VariableName}

Correct Answer: A

QUESTION 3

The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows: Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- A. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True
- B. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False
- C. For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- D. For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.

Correct Answer: AD



QUESTION 4

Which of the following is not part of the structure of a Pricing Rule?

- A. Price Action
- B. Price Rule Detail
- C. Price Display
- D. Price Condition

Correct Answer: C

QUESTION 5

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

- A. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.
- B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.
- C. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this field.
- D. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

Correct Answer: A

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