CPQ-211^{Q&As}

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QUESTION 1

Universal Containers wants to prevent a User from putting in a discretionary discount at or above 40 percent on any quote Line. How should the Admin implement this restriction?

A. An Alter Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.

B. An Alert Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.

C. A Validation Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.

D. A Validation Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.

Correct Answer: C

QUESTION 2

The Admin at Universal Containers is receiving an "Attempt to de-reference a null object" error when generating a Quote Document after adding the following section to display line items with the Product Family Setup Fees: What change needs to be made to resolve this error?

A. Filter Field must be the field name Product Family.

B. Filter Value should have quotations around Setup Fees

C. More than one-line volume must apply only to this section.

D. Filter Operator must be populated with Equals.

Correct Answer: D

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

QUESTION 4

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 filed.

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

QUESTION 5

In add-on and renewal scenarios, Universal Containers wants to disable the selection of one-time setup fees in bundles that have previously been sold to the client. The Admin will create a Product Selection Rule that will check if the number of previously sold setup fees is greater than 0. What should the error condition test against?

A. Use Subscription as Tested object and Subscription Name as Tested Field.

B. Use Asset as Tested Object and Asset Name as Tested Field.

C. Use a Tested Variable that counts the number of existing setup fee Assets.

D. Use a Tested Variable that counts the number of existing setup fee Subscriptions.

Correct Answer: D

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