



CPQ-211^{Q&As}

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QUESTION 1

Universal Containers has a quote with the following Process Inputs. The Admin wants questions that change dynamically based on answers to previous questions. For the first question, if the answer to "What business problem are you solving" is: Consolidated IT, then Server Types should be shown as the only next question. If the answer is "Manage Time and Expense," then Deployment Options and Commercial Segment should be shown and Server Types should be hidden. How should the quote process be set up to meet this requirement?

- A. Create a Process Input Condition on Business Solution where Server Types equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- B. Create a Process Input Regulation on Server Types where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- C. Create a Process Input Condition on Server Types where Business Solution equals Consolidated IT. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time and Expense.
- D. Create a Process Input Condition on Server Types Where Business Solution equals Consolidated IT. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manager Time and Expense.

Correct Answer: C

QUESTION 2

Universal Containers has quotes that have multiple Quote Lines for the same Product. They require all Products with the Product Name to be combined and summed into one line on the Quote Document. How should the Admin set up the Quote Template to meet this requirement?

- A. Set the Roll up Field to be Product.
- B. Set the Group Field to be Product.
- C. Set the Sub Group Field to be Product
- D. Set the Total Field to be Net Total.

Correct Answer: A

QUESTION 3

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

QUESTION 4

"UC has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with:

A List Price of, mIncluded.nM

A Net Price of SO, since it is included with the bundle's price.

How should the Admin set up the bundle to meet this requirement?

- A. Select the Required checkbox on the Product Options.
- B. Select the Selected checkbox on the Product Options.
- C. Set the Unit Price on the Product Options to be \$0."
- D. Select the Bundled checkbox on the Product Options.

Correct Answer: D

QUESTION 5

"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

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