



CPQ-211^{Q&As}

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QUESTION 1

Universal Containers sells a subscription service priced as follows:

Which setup should the Admin implement for this pricing model?

- A. One discount schedule with five discount tiers
- B. Five block price records
- C. Two block price records and one discount schedule with three discount tiers
- D. Five block price records and one discount schedule with five discount tiers

Correct Answer: C

QUESTION 2

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply. What is the most likely cause of the issue?

- A. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- B. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- C. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- D. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.

Correct Answer: A

QUESTION 3

Universal Containers sells a subscription Product Z that is sold in yearly segments, but would like to prevent the User from discounting the first segment.

How should the CPQ Admin ensure the User will not be able to discount the first segment? Choose one answer

- A. Write a Price Rule to run when Product Code = Product Z and Segment Index = 1, with a Price Action setting Non Discountable to True.
- B. Set First Segment Term Editable to Only Custom Segments in the yearly Price Dimension record.
- C. Create two Price Dimensions, then set Non Discountable to False on the first Price Dimension.



D. Write a Price Rule to inject 0 into Additional Discount when Product Code = Product Z and Initial Segment = True.

Correct Answer: A

QUESTION 4

Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

- A. Select the Hidden checkbox on the Product Option.
- B. Select the Bundled checkbox on the Product Option.
- C. Set the Quote Line Visibility field to Editor Only on the Product Option.
- D. Set the Quote Line Visibility field to Always on the Product Option.

Correct Answer: C

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

QUESTION 6

"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 7

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- A. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- B. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- C. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- D. Set the Product Family picklist on the Standard Warranty product's Product record to Services.

Correct Answer: B

QUESTION 8

Universal Containers sells a monthly subscription service with bered 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

Which pricing method should the Admin Select for this service?

- A. Tiered
- B. Segmented
- C. List



D. Block

Correct Answer: D

QUESTION 9

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

- A. Ensure the Quote's Account lookup is populated.
- B. Ensure the Opportunity's Primary Quote lookup is populated.
- C. Check the Quote's Primary checkbox for a value of True.
- D. Ensure the Quote's Opportunity lookup is populated.
- E. Check the Quote's Primary checkbox for a value of False.

Correct Answer: ABE

QUESTION 10

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 11

The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the calculator?

- A. The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.
- B. Revoke the Advanced Calculator and re-authorize the Calculation Service.
- C. Rename the custom field label, then recreate the Price Action to reference the new field label.



D. Re-execute the Post Install Script in Package settings to ensure the Calculator Referenced Fields are up-to-date.

Correct Answer: D

QUESTION 12

To assign a specific Discount Schedule to an Account (that is active for a specified Start and End Date) you would create a:

- A. Price Rule
- B. Summary Variable
- C. Contracted Price
- D. Separate Sub-account

Correct Answer: C

QUESTION 13

An admin created a dynamic bundle and needs a Product Rule to limit which products users see when configuring the bundle.

Which type of Product Action should the Admin create to ensure that only a specific set of products may be selected for the dynamic bundle?

- A. Optional filter
- B. Show
- C. Default filter
- D. Enable

Correct Answer: D

QUESTION 14

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 Express," 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 15

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

- A. The Quote Line is on an amendment Quote and has a different Quantity form its original Quote Line.
- B. There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.
- C. The Quote Line's Product has Pricing Method set to Block.
- D. The Quote Line's Product has Asset Conversion set to One Per Unit.

Correct Answer: CD

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