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Salesforce CPQ-211

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QUESTION NO: 1

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms.

Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

A. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.

B. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.

C. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.

D. Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ ProudctCode c.

ANSWER: A

QUESTION NO: 2

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

A. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

B. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.

C. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

D. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.

ANSWER: D

QUESTION NO: 3

The Admin wants quote Terms to display on an output document which includes existing admin-created sections. Which object records should the Admin create for the output document?

A. Quote Term, Template Section, Terms and Conditions

B. Quote Term, Template Content with Type set to HTML, Template Section

C. Quote Term, Template Content with Type set to Quote Terms, Terms and Conditions

D. Quote Term, Template Content with Type set to Quote Terms, Template Section

ANSWER: D

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

ANSWER: C

Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.

What are three ways the Admin can adjust the design of this bundle to reduce scrolling in configuration? Choose 3 answers

A. Set System to True on the Product Options to be excluded from the configurator.

B. Set Option Selection Method to Add on the Product Features.

C. Group the Product Features of the bundle into tabs using the category field.

D. Change Option layout to Tabs on the bundle Product.

E. Change Enable Large Configuration to True on the bundle Product.

ANSWER: A C E

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

If Product A has a List Price of $100.00, what is the Net Total for a Quote Line with the quantity of 21?

A. $1,050.00

B. $1,725.00

C. $1,700.00

D. $1,575.00

ANSWER: A

QUESTION NO: 7

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: $100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

Discount Tiers:

Tier name	Lower bound	Upper bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6	blank	20%

*Discount Unit: Percent

A. $480.00

B. $450.00

C. $500.00

D. $470.00

ANSWER: B

QUESTION NO: 8

A Quote Template has Template Sections related to these types of Template Content:

Template Top Line Items

HTML

Quote Terms

The Admin has associated these Template Content records to four Template Sections. Which three statements are valid about these types of Template Content? Choose 3 answers

A. Template Top and HTML are fully code-customizable

B. Line Items are either displayed as Standard or with Price Dimensions.

C. Template Top is the only Section that can show Billing/Shipping info.

D. Quote Terms can be dynamic if Term Condition are defined.

E. Line Items can be coded into an HTML section.

ANSWER: A C D

QUESTION NO: 9

Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of $100, even if the calculated amount falls under $100.

Which two steps should the Admin take to meet this requirement? Choose 2 answers

A. Create a Price Book Entry of $100 for the product

B. Set the Price Book Entry custom field Percent_of _Total_Target_c to $100.

C. Set the product's Percent of Total Constraint field to List price is minimum.

D. Create a Price Book Entry of $0 for the product.

ANSWER: C D

QUESTION NO: 10

Universal Containers (UC) has products that will only be utilized as Product options inside five different bundle products. When a user adds products to the Quote line Editor, UC wants:

*Bundle products to show in the Product Selection page.

*Products that are Product Options of the bundles to be excluded from the product selection page. How should the Admin set up the bundles?

A. Select the component checkbox on any Product that is a Product Option for the bundles.

B. Select the bundled checkbox on each Product Option and mark the Product inactive.

C. Select the selected checkbox on each Product Option and mark the Product inactive.

D. Select the Hidden checkbox for any Product that is a Product Option for the bundles.

ANSWER: A

Universal Containers needs to set up a bundle so that the sales rep can set some values that apply to the bundle rent, and others that apply to specific options. Which two configurations meet this requirement?

A. Use custom product option fields for option-level values.

B. Use configuration attributes for option-level values.

C. Use custom product option fields for bundle-level values.

D. Use configuration attributes for parent-level values.

ANSWER: A D

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.

ANSWER: C D

"UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

A. Pricing Method set to Percent of Total and Subscription Pricing blank

B. Pricing Method set to Custom and Subscription Pricing set to Custom"

C. Pricing Method set to Percent of Total and Subscription Pricing set to Custom

D. Pricing Method set to List and Subscription Pricing set to Percent of Total

ANSWER: A D

QUESTION NO: 14

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step? Choose 2 answers

A. All group members must approve.

B. Any group member may approve.

C. Approval must be obtained from one group member at a time.

D. Smart Approvals can exclude group members below the approval threshold.

ANSWER: A C

QUESTION NO: 15

Universal Containers has a block priced product, Cloud Contacts, and wants to apply a 10% premium to the product when the payment frequency is annual. Based on the Price Actions below, what is the correct Order for the actions?

SBQQ CustomerPrice c = SBQQ RegularPrice c * (1 – SBQQ Discount_c) SBQQ NetPrice c = SBQQ PartnerPrice c * (1 – SBQQ   DistributorDiscount_c) SBQQ PartnerPrice c = CustomerPrice c * (1 – SBQQ   PartnerDiscount_c) SBQQ RegularPrice c = SBQQ ListPrice C * 1.1

A. a) b) c) d)

B. d) a) c) b)

C. d) c) a) b)

D. b) c) a) d)

ANSWER: B