



CPQ-201^{Q&As}

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QUESTION 1

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.

Correct Answer: ACE

QUESTION 2

Universal Containers wants to apply an additional discount of 15% to the Quote when Payment Frequency is Monthly or Bi-Weekly and Product A is added or User Count greater than 25 is defined. What is the correct Price Rule Setup?

- A. One Price Rule with Conditions Met set to Custom, three Price Conditions, and one Price Action.
- B. Four Price Rules with Conditions Met set to All, one Price Condition each and one Price Action each.
- C. One Price Rule with Conditions Met set to All, four Price Conditions, and one Price Action.
- D. Two Price Rules with Conditions Met set to All, one Price Condition on one rule and two on the other, and one Price Action each.

Correct Answer: A

QUESTION 3

A User tries to add a specific product to the quote and has typed the full Product Name into the Product Name search filter and clicks apply, but does not see the product in the search results. What is the reason why this product is not displayed?

- A. A hidden search filter was set
- B. A product rule is firing
- C. A quote process is active.
- D. "Sort Products in Memory" is enabled.

Correct Answer: A



QUESTION 4

When quoting any subscription product, a user at Universal Containers must choose the payment frequency between Monthly or Annually. When frequency is Monthly, Universal Containers wants to apply an automatic uplift of 10% to the price of the subscription service. The Admin decides to use a price rule to implement this requirement and wants to inject the result of a calculation in the List Price field on the quote

line. Which formula expression should the Admin set up on the price condition for this uplift price rule?

- A. `IF(TEXT(Payment_Frequency_c) = "Monthly", SBQQ_Product_r.SBQQ_ListPrice_c * 1.1, SBQQ_ListPrice_c)`
- B. `IF(TEXT(Payment_Frequency_c) = "Monthly" , SBQQ_ListPrice_c * 1.1, SBQQ_ListPrice_c)`
- C. `IF(TEXT(Payment_Frequency_c) = "Monthly" , SBQQ_OriginalPrice_c * 1.1, SBQQ_OriginalPrice_c)`
- D. `IF(TEXT(Payment_Frequency_C) = "Monthly" , SBQQ_PriceBookEntry_r.UnitPrice * 1.1, SBQQ_PriceBookEntry_r.UnitPrice)`

Correct Answer: B

QUESTION 5

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D. Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2.

The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3,2021.

The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021.

Which two methods could the user apply individually to meet the requirement? Choose 2 answers

- A. Change the Subscription Term on the Quote Lines for C and D to the value 18.
- B. Change the End Date on Quote Line Group 2 to December 3,2021.
- C. Change the End Date on the Quote Lines for C and D to December 3, 2021.
- D. Change the Subscription Term on Quote Line Group 2 to the value 18.

Correct Answer: A

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