



CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- B. Renewal Quote Line values are automatically mapped from original Quote Lines.
- C. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.
- D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Correct Answer: B

QUESTION 2

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- D. Create a custom Page Layout and add the custom Contract Name field to the layout.

Correct Answer: D

QUESTION 3

How should the Admin ensure Universal Containers users can generate output documents in Microsoft Word format?

- A. Create duplicate Template Sections in Microsoft Word format.
- B. Set the Allow output Format Change checkbox on the Quote Template.
- C. Set the Allow output Format Change checkbox on each user in user Settings.
- D. Create a second Quote Template in Microsoft Word format.

Correct Answer: C



QUESTION 4

"Universal Containers has a bundle configured and wants to add user selectable products to the configuration that will affect the bundle price. How should the CPQ Admin configure the bundle?"

- A. Add a Price Rule.
- B. Add a Product Rule."
- C. As a Product Option.
- D. As a Product Feature.

Correct Answer: C

QUESTION 5

To validate inside the Line Editor page, it is best practice to build a standard Salesforce Validation.

- A. True, standard Salesforce validation should be setup on the Quote object.
- B. True, standard Salesforce validation should be setup on the Quote Line object.
- C. False, Steelbrick Price Rule should be used for validation
- D. False, Steelbrick Product Rule should be used for validation

Correct Answer: D

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