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QUESTION 1

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. Special Price and Special Price Type
- B. Custom Price and Custom Price Type
- C. Regular Price and Regular Price Type
- D. List price and List Price Type

Correct Answer: A

QUESTION 2

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing. Products A and B have Asset Conversion populated. Both Products have a Quantity of two. Which two are potential outcomes when the Opportunity associated with the Quote is contracted?

- A. Two Subscription records and two Assets records will be created.
- B. One Subscription record and two Asset records will be created.
- C. One Subscription record and an Asset record will be created.
- D. Two Subscription records and an Asset record will be created.

Correct Answer: BC

QUESTION 3

Universal Containers has two products:

*C-STOR-L, which is a Large Storage Container.

*C-LID-L, which is a lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The Admin wants to create an Option Constraint.

What field should C-LID-L be stored in to meet this requirement?

- A. Constrained Option
- B. Dependent Option



C. Required for Option

D. Selected Option

Correct Answer: A

QUESTION 4

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.

In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

A. Set the Conditional Print Field on the Line Column record.

B. Include Monthly Price in the Quote Line Editor Field set.

C. Create a custom formula Indicating if the Payment Terms are Net 30.

D. Create an additional Line Items section without the Monthly Price field.

Correct Answer: AD

QUESTION 5

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

A. Select the Required checkbox on each Product Option in the Bundle.

B. Select the Hidden checkbox on the Bundled Product record.

C. Select Add as the Option Selection Method on the Bundle product.

D. Select Click as the Option Selection Method on the Bundle product.

Correct Answer: C

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