



CPQ-211^{Q&As}

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QUESTION 1

Which of the following is not a part of a Product Bundle?

- A. Options
- B. Products
- C. Feature Constraints
- D. Features

Correct Answer: C

QUESTION 2

Admins must create custom objects when leveraging:

- A. Summary Variables
- B. Lookup tables
- C. Quote Templates
- D. Amendments

Correct Answer: B

QUESTION 3

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Sort Order as the only null Sort Order of any Product.
- B. Set the Sort Order as the lowest numerical value of any Product's Sort Order.
- C. Set the Product Code as the first alphabetically of any Product's Product Code.
- D. Set the Product's Product Code as the only null Product Code of any Product.

Correct Answer: A

QUESTION 4

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?



- A. Check the Optional check box on the Bundle Product Record.
- B. Check the Hidden checkbox on the Bundle Product Record.
- C. Check the Exclude From Opportunity checkbox on the Bundle Product Record.
- D. Check the Hidden checkbox on the Product option Record.

Correct Answer: B

QUESTION 5

Which type of Discount Schedule would you select if you wanted a blended discount rate applied across all units?

- A. Range
- B. Markup
- C. Slab
- D. Block

Correct Answer: C

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