CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

Suppose you have several Product Rules with conditions that evaluate a Configuration Attribute. You want the rules to fire immediately when the user changes the value of the Configuration Attribute. How do you accomplish this?

A. Add the Product Rules to the related list on the Configuration Attribute record

B. Check the Apply Immediately checkbox on the Configuration Attribute record

C. Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes

D. Check the Run Immediately checkbox on the Product Rule records

Correct Answer: B

QUESTION 2

Universal Containers uses Contracted Pricing to set pricing for specific distributors and those distributors\\' business units (child accounts). Product A has a product family of Storage and a list price of $300. The parent account has a Contracted Price set to $200 and a filter based on the product family of Storage. Which two ways can the Admin set Product A back to list price on a business unit account?

A. Set Ignore Parent Contracted Prices to true on the parent contracted price.

B. Create a new contracted price for Product A on the business unit account with a price of $300.

C. Create a new contracted price record for Product A on the business unit account and set its Ignore Parent Contracted prices to true.

D. Set Ignore Parent Contracted Prices to true on the business unit account record.

Correct Answer: BD

QUESTION 3

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.

Correct Answer: CD

QUESTION 4

An Admin at Universal Containers has hidden the prices of Products on the Configure Products page.

How should the Admin make the prices visible again?

A. Go to the Product Option object\\'s Unit Price field and add visibility to its Field-level security.

B. Go to the Product Option object\\'s Option Configuration Field Set and add the Unit Price field.

C. Go to the Product Option record and check if the Default Pricing Table field is set to Standard.

D. Go to the Product Option record and check if the Price Editable field is False.

Correct Answer: A

QUESTION 5

What is a valid formula for use in a Price Action where Target Object is Quote Line?

A. SBQQ__Product__r.SBQQ__DiscountSchedule__r.SBQQ__Order__c

B. SBQQ__Product__r.Name

C. SBQQ__Feature__r.SBQQ__Number__c

D. $User.FirstName

Correct Answer: B