



# CPQ-211<sup>Q&As</sup>

Salesforce CPQ Admin Essentials for Experienced Administrators

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### QUESTION 1

An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- A. Set the Product field Asset Conversion picklist to One per Unit.
- B. Set the CPQ Package setting Renewal Model to Asset Based.
- C. Set the Account field Renewal Model to Asset Based.
- D. Set the Product field Asset Amendment Behavior picklist to Allow Refund.

Correct Answer: D

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### QUESTION 2

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True.

What are two ways a sales user should generate an accurate Renewal Quote? Choose two answers.

- A. Clone the original Quote and update Quote Type to Renewal.
- B. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote related list.
- C. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- D. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.

Correct Answer: B

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### QUESTION 3

What is the only proper example of how to format for inserted merge data into output document template content?

- A. {Iquote.SBQQ\_\_ExpirationDate\_\_c}
- B. IQuote\_\_r. Expiration Date\_\_c
- C. [SBQQ\_\_ExpirationDate\_\_c]
- D. {SBQQ\_\_ExpirationDate\_\_c}

Correct Answer: A

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#### QUESTION 4

Universal Containers has these conditions, that when met, an additional discount of 15% will be automatically added to the overall quote.

1.

Revenue Account on the quote object is set as "Interest Revenue".

2.

Product A has been added to the quote line.

3.

User Count on the account is greater than 25.

According to the business requirements, either the Revenue Account is set to "Interest Revenue" or both Product A needs to exist on the quote line and the User Count needs to be greater than 25 in order for the additional discount to be applied. How can the CPQ Admin set this up in advanced conditions on a price rule to reflect this requirement?

A. 1 OR (2 AND 3)

B. (1 AND 2) OR 3

C. 1 AND 2 OR 3

D. (1 AND 3) OR 2

Correct Answer: A

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#### QUESTION 5

Universal Containers has a new product that they wish to include in one of their bundles. When a User is configuring the bundle, however, the product does not show up. No Product Rules have been configured in this Org. What is a plausible explanation for why this Product is not present?

A. No Price Book Entry is in this Quote's currency.

B. The Product's "Hidden" field is set to True.

C. The Price Book Entry for this Product is zero

D. The "Quote Line Visibility" field is set to "Never."

Correct Answer: D

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