CPQ-211^{Q&As}

Salesforce CPQ Admin Essentials for Experienced Administrators

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QUESTION 1

"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 2

Universal Containers has seven different sets of questions for its users to consider before displaying a subset of its complete product catalog for selection onto the quote. The set of applicable questions is determined by the answer to an initial question. How should the Admin set this up?

A. Create one quote process and dynamically display subsequent questions depending on answers to the prior question.

B. Create eight quote processes (one for the initial question, seven for the subsequent ones) and switch between the processes using a workflow rule on the quote.

C. Create a picklist on the opportunity to store the initial question answer, and seven quote processes set by workflow on the quote based on this filed.

D. Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.

Correct Answer: A

QUESTION 3

An Admin created a picklist field on the Product Option object called Picklist123__c. The Admin created a configuration Attribute related to a Product called Bundle Z whose Target Field is Picklist123__c. The Admin selected Bundle Z during Product Selection and populated a value for Picklist123__c on the Configuration Attribute and saved from configuration. The Admin noticed that when Bundle Z is reconfigured, the value populated in the Configuration Attribute has reverted. How can the Admin ensure the selected value persists in the Configuration Attribute when Bundle Z is reconfigured?

A. Create a Workflow Rule that updates the Product Option field upon entering configuration.

B. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.

C. Create field Picklist123__c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.

D. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name

and value pairs.

Correct Answer: D

QUESTION 4

An Admin has created a new bundle, and a Product Rule associated with it. Universal Containers want the Product Rule to fire within this specific bundle. Which is a valid setup for the Configuration Rule?

A. The Configuration Rule must be associated with the Product Option records used in Product Actions.

B. The Configuration Rule must be associated with Product records used in Product Actions.

C. The Configuration Rule must be associated with the Parent Product in the bundle.

D. The Configuration Rule must be associated with the Product Feature used within the bundle.

Correct Answer: C

QUESTION 5

A Lookup Query may return a value to only be used within a CPQ managed field.

A. True

B. False

Correct Answer: B

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