CPQ-211^{Q&As}

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QUESTION 1

Universal Containers (UC) is planning to end-of-life a subscription Product by preventing any new sales of the Product. UC wants to allow renewals if a customer has already purchased the Product.

How can the Admin meet this requirement?

A. Delete the Product so it is unavailable for new business Quotes.

B. Create a new renewal Product, then link it to the end-of-life Product by using the Renewal Product lookup.

C. Create an end-of-life checkbox on the Product, then create a Search Filter to exclude any Product marked end-of-life from Product Selection.

D. Deactivate the Product since CPQ allows inactive Products to be renewed.

Correct Answer: D

QUESTION 2

The Admin wants to display specific customer information from the Account object onto the output document. Which object should this information be referenced on to be pulled into an HTML Template Content record?

A. Quote Line

B. Quote

C. Opportunity

D. Template

Correct Answer: B

QUESTION 3

Users should be able to quote ramp deals with non-consecutive time period. Which setting should the Admin turn on for this requirement?

A. Select the Allow Non-Consecutive Custom Segments checkbox on the Price Dimension object.

B. Select the Allow Non-Consecutive Custom Segments checkbox on the Product object.

C. Select the Allow Non-Consecutive Custom Segments checkbox on the salesforce CPQ package settings.

D. None of the above: all custom segments must be consecutive.

Correct Answer: C

QUESTION 4

Universal Containers has a requirement to set a maximum discount approval threshold for the User. This Threshold is a calculated value based on data held in a Custom Object. The Admin has determined that this will require two price rules. The first rule is a lookup rule that Pulls a value from a custom object record and set it to a custom field on the quote line. The second price rule evaluates if the custom field is populated, and if so, it calculates the maximum discount threshold using that value. Both Price Rules have Evaluation Events set to On Calculate. The Second Price Rule is not running. How should the Price Rules be altered so that the second Price Rule will run?

A. Both Price Rules must be moved to the Before Calculate Evaluation Event.

B. The order of the Price Action for the first Price Rule must be earlier than that of the second.

C. The second Price Rule must have the same Evaluation Order as the first.

D. The second Price Rule must be in a later Calculator Evaluation Event.

Correct Answer: D

QUESTION 5

A User at Universal Containers has created a new quote on Opportunity Z, which includes a fixed price subscription product. The Opportunity has been updated to Closed/Won, and the "Contracted" checkbox is marked TRUE; however, the contract is not generated. Which fields are likely causing the issue?

A. Primary and Subscription Term

B. Primary and Start Date

C. Primary, Subscription Term, and End Date

D. Subscription Term and End Date

Correct Answer: B

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