



CPQ-211^{Q&As}

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QUESTION 1

In Universal Containers\\' original implementation, all Additional Discount fields were removed from the Quote Line Editor Interface in favor of a custom field. Today, Universal Containers wants to use the out-of-the-box Additional Discount field to apply on a Product-by-Product basis for all Products.

To which Field Set does the Admin need to add the Additional Discount field?

- A. The Quote Line object\\'s Summary Fields Field Set.
- B. The Quote object\\'s Line Editor Field Set.
- C. The Quote Line object\\'s Line Editor Field Set.
- D. The Quote Line Group object\\'s Line Editor Field Set.

Correct Answer: B

QUESTION 2

"UC wants to default information on the Quote Line from a Product field. How should this information be transferred?"

- A. Create a cross-object formula field that stores the Product Field\\'s value in the Quote Line field
- B. Create a Workflow Rule that stores the Product field\\'s value in the Quote Line field.
- C. Create two fields with the same API name and type on the Product Quote Line."
- D. Create Price Rule that stores the Product field\\'s value in the Quote Line field.

Correct Answer: C

QUESTION 3

The Admin at Universal Containers would like all optional products to be displayed separately from non-optional products. The two-line item sections have been set up in the quote template and named as follows: Required. Optional. What are the two steps the Admin should take in order to finish setting up the quote template?

- A. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True
- B. For the Required Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: False
- C. For the Optional Section: Filter Value: Optional, Filter Operator: Equals, Filter Value: False
- D. For the Optional Section: Filter Field: Optional, Filter Operator: Equals, Filter Value: True.

Correct Answer: AD

QUESTION 4



When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the Admin meet the business requirements?

- A. Set Asset Conversion for each downloadable Product to null.
- B. Set Asset Conversion for each downloadable Product to a custom value.
- C. Set Asset Conversion for each downloadable Product to One per unit.
- D. Set Asset Conversion for each downloadable Product to One per Quote Line.

Correct Answer: D

QUESTION 5

The Admin decides to use a price rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is non-subscription product. The Admin has already created price conditions to target quote lines for Product A where the additional discount fields are not populated. Which set of additional actions should the Admin take to support this prior purchase constraint?

- A. Create a summary variable counting the asset records for product A and create a price condition verifying that the quantity field on the quote line is greater than the summary variable.
- B. Create a summary variable summing the quantity of product A from quote lines and create a price condition verifying that the summary variable is greater than the value 1.
- C. Create a summary variable counting the asset records for product A and create a price condition verifying that the summary variable is greater than the value 0.
- D. Create a summary variable summing the quantity of the asset records for product A and create a price condition verifying that the quantity field on the asset object is greater than the value 0.

Correct Answer: C

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