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NEW QUESTION: 1

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. List price and List Price Type
- B. Regular Price and Regular Price Type
- C. Special Price and Special Price Type
- D. Custom Price and Custom Price Type

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 2

Universal Containers wants to automatically generate Contracted Prices for certain products in its catalog across all Accounts whenever a Contract is created.

Which field should the Admin adjust to ensure that the desired products have Contracted prices created for all Accounts?

- A. Set the Generate Contracted Prices field on the Quotes on these Accounts.
- B. Set the Generate Contracted prices filed on the Opportunities on these Accounts.
- C. Set the Generated Contracted Price picklist on the desired product records.
- D. Set the Generate Contracted Price picklist on the desired Quote Lines before creation.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 3

Universal Containers conducts business via channel sales and offers a Partner program, in which Partners receive a different level of discount based on their partnership level and the product family. The CPQ Architect has determined that the Partner discount will be automatically

assigned with price rules, based on a lookup table. The CPQ Architect has created the following lookup table with an object named "Partner Program". How many price rules should the Admin create in order to process the four different discounts offered to Partners?

- A. One
- B. Four
- C. Two
- D. Three

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

On a quote template, the Price line column has a template section "Price Line Items" defined. Which behavior will the Admin observe when generating the output document?

- A. "Price" line column will not appear for other line items sections.
- B. "Price" line column will appear in multiple line item sections.
- C. "Price Line Items: section will show only the "Price" Line column.
- D. "Price" line column will not appear for Included or zero price items.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 5

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

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 6

In order to apply a filter to the results of a dynamic bundle, admins must create a supporting:

- A. Product Rule
- B. Price Rule
- C. Product Option
- D. Custom Action

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

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 salesforce CPQ package settings.
- B.** None of the above: all custom segments must be consecutive.
- C.** Select the Allow Non-Consecutive Custom Segments checkbox on the Price Dimension object.
- D.** Select the Allow Non-Consecutive Custom Segments checkbox on the Product object.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 8

"17. UC has a requirement that, on any individual Quote, the quantity of Product Family A can never exceed the quantity of Product Family B. The Admin is setting up a Product Rule with the following:

(Note: not part of question: See salesforce help article. Product family A (Printers) can not exceed quantity of product family B (Toner) (You need enough toner or more to operate the quantity of printers.)

.Summary Variable A: Sums the Quantity of Product Family A (Printers) .Summary Variable B: Sums the Quantity of Product Family B (Toner) Which two error condition setups will meet this requirement?

Choose 2 answers

- A.** -Summary Variable A goes in the Filter Variable field -Summary Variable B goes in the Tested Variable field -Operator is set to Less or Equals
- B.** -Summary Variable A goes in the Tested Variable field V O -Summary Variable B goes in the Filter Variable field -Operator is set to Greater than
- C.** -Summary Variable A goes in the Filter Variable field V O -Summary Variable B goes in the Tested Variable field -Operator is set to Less than

Answer: B,C ([LEAVE A REPLY](#))

NEW QUESTION: 9

Universal Containers has a block priced product, Cloud Contacts, and wants to apply a 10% premium to the product when the payment frequency is annual. Based on the Price Actions below, what is the correct Order for the actions?

$SBQQ_CustomerPrice_c = SBQQ_RegularPrice_c * (1 - SBQQ_Discount_c)$

$SBQQ_NetPrice_c = SBQQ_PartnerPrice_c * (1 - SBQQ_DistributorDiscount_c)$

$SBQQ_PartnerPrice_c = CustomerPrice_c * (1 - SBQQ_PartnerDiscount_c)$

$SBQQ_RegularPrice_c = SBQQ_ListPrice_C * 1.1$

- A.** d) a) c) b)
- B.** d) c) a) b)
- C.** b) c) d)
- D.** c) a) d)

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D. When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

Product Feature							
Product Feature A							
						Product Options [4]	Configuration Rules [0]
Product Feature Detail							
Feature Name	Product Feature A						
Min Options							Option S
Max Options							DYNAMIC OPT

- Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as FALSE
- Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as TRUE
- Set the Discount Schedule on Product Feature A and mark the "Cross Products: Checkbox as TRUE.

D. Set the Discount Schedule on Product Feature A and mark the "Cross Products" Checkbox as FALSE.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 11

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

- A.** Create Localization records for individual Quote Terms for all three languages.
- B.** Enable "Allow Output in Different Languages" In the managed package settings.
- C.** Set the Quote Term field Language to the desired output language for each Quote Term.
- D.** Create a Quote picklist field named output Language, With language codes as values.

Answer: A,D ([LEAVE A REPLY](#))

NEW QUESTION: 12

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- A.** Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- B.** Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- C.** Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- D.** Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 13

Universal Container has four price-rules, each with differing Calculator Evolutions Event and Evaluation Orders.

Which rule will evaluate first?

- A.** Rule B with Evaluation Order of 20, and Calculator Evaluation Event of On initialization
- B.** Rule C with Evaluation Order of 20, and Calculator Evaluation Event of Before Calculate
- C.** Rule A with Evaluation Order of 10, and Calculator Evaluation Event of Before Calculate
- D.** Rule D with Evaluation Order of 5, and Calculator Evaluation Event of on Calculate

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 14

Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based tiered pricing for Product A on all future quotes.

How can this agreement be configured to set the Regular Price for this customer?

- A.** Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.
- B.** Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- C.** Create a Discount Schedule and add it to the Discount Scheduled field on Product A.
- D.** Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.

Answer: A ([LEAVE A REPLY](#))

Explanation/Reference:

NEW QUESTION: 15

Universal Containers sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? (Choose two.)

- A.** Pricing Method set to Percent of Total and Subscription Pricing blank
- B.** Pricing Method set to Custom and Subscription Pricing set to Custom
- C.** Pricing Method set to List and Subscription Pricing set to Percent of Total
- D.** Pricing Method set to Percent of Total and Subscription Pricing set to Custom

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object?

Choose 2 answers

- A.** Picklist values in the Product Family field on the Product object
- B.** The Feature Name field on the Configure Products page
- C.** HTML Template Content in the Quote document
- D.** Configuration Attribute picklist values

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 17

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence?

Choose 3 answers

- A. Prorate Multiplier
- B. Additional Discount Fields
- C. Target Customer Amount
- D. Discount Schedules
- E. Contracted Price

Answer: A,D,E ([LEAVE A REPLY](#))

NEW QUESTION: 18

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 Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.
- B. 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.
- C. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product Option field.
- D. Create a Workflow Rule that updates the Product Option field upon entering configuration.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 19

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step? Choose 2 answers

- A. All group members must approve.
- B. Any group member may approve.
- C. Approval must be obtained from one group member at a time.
- D. Smart Approvals can exclude group members below the approval threshold.

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 20

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which pricing method should the Admin Select for this service?

- A. Tiered
- B. List
- C. Segmented
- D. Block

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 21

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions. Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A. Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- B. Add a Search Filter to the add Products Custom Action to filter Products based on the current user.
- C. Use Product rules to hide Products from some sales reps.
- D. Create a single Price Book with all Products. Share the Price Book with all users.

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 22

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

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 23

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

- A. Ensure the Quote's Opportunity lookup is populated.
- B. Ensure the Quote's Account lookup is populated.

- C. Ensure the Opportunity's Primary Quote lookup is populated.
- D. Check the Quote's Primary checkbox for a value of False.
- E. Check the Quote's Primary checkbox for a value of True.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 24

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book.

When the Product is selected under a bundle, the price be included as part of the bundle.

How should the Admin meet this requirement?

- A. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.
-- On the Product Option, set the Selected field to True.
- B. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.
-- On the Product Option, set the System field to True.
- C. -- Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.
-- On the Product Option, set the Bundle field to True.
- D. -- Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.
-- Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.
-- On both Product Option records, set the Required field to True.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 25

Universal Containers sells a monthly subscription service with bered pricing:

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which pricing method should the Admin Select for this service?

- A. Block
- B. Segmented
- C. List
- D. Tiered

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 26

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Upper	Lower	Discount
First level	1	11	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A. \$1,700.00
- B. \$1,575.00
- C. \$1,050.00
- D. \$1,725.00

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 27

The Admin at Universal Containers received feedback that users are trying to reconfigure bundles on renewals quotes and finding that the Configuration Attribute values are blank and must be manually fixed. This issue is not observed on new business quotes. What is the cause and possible resolution to this problem?

- A. Configuration Attributes not configured for renewals; check Preserve for Renewals on Configuration Attribute records.
- B. Field mapping not set up; create field on Quote Line with the same API name as the field in the configuration attribute.
- C. Preserve Bundle Structure not set up on Contract object; create a workflow rule to automatically set to true.
- D. Field mapping not set up; create field on Subscription/Asset records with the same API name as field on Quote Line.
- E. API name as field on Quote Line.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 28

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

- A. All Products with Price Book Entries when Dated Exchange Rates are enabled.
- B. All Products with Price Book Entries with a positive Price.
- C. All Products with Price Book Entries in the Opportunity/Quote Currency.
- D. All Products with Price Book Entries in all Active Currencies.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 29

Universal Container (UC) sells containers in three sizes. The admin has created a bundle product for the containers which product Option for different size lids. The Admins has also created a Configuration Attribute called Container Size with three different values. When a user selects a particular size container in the Configuration Attribute, only the lid for that size container should be available for selection. An Admin has created a lookup table to capture which Product Option are valid for each container size.

Which steps should the Admin take using a product Rule to ensure only the lids of the correct size sold with each container?

A. Create a Product Rule of type Selection.

Create a Lookup Query which compares the Configuration Attribute values to the lookup table and select the valid option.

B. Create a Product rule of type validation.

Create a Lookup Query which compares the Configuration Attributes values to the lookup table and prevents the user from saving without selecting the valid option.

C. Create a Product Rule of type Alert.

Create a Lookup Query which compares the configuration Attribute values to the lookup table and prevents the user from saving without selecting the valid option.

D. Create a product Rule of type Selection.

Create a Lookup Query which compares the Configuration Attribute values to the lookup table and select the valid option.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 30

An Admin at Universal Containers wants to set up a product bundle that dynamically generates SKUs depending on what their users choose during the selling process. Which three fields are required for this type of configuration?

A. Component Description Pattern

B. Component Code

C. Configured Code Pattern

D. Custom Configuration Page

E. Component Code Position

Answer: B,C,E ([LEAVE A REPLY](#))

NEW QUESTION: 31

Universal Containers wants to update a custom Quote Line field within the Quote Line Editor with a value of Low, Medium, or High to categorize the margin of each Quote Line.

Which approach should the CPQ Specialist recommend to meet this business requirement?

A. A Price Rule with the Calculation Event of On Initialization to update the picklist field

- B. A Workflow Rule and field update on the Quote Line to update the picklist field
- C. A Price Rule with the Calculation Event of After Calculate to update the picklist field
- D. A Process Builder on the Quote Line to update the picklist field

Answer: C ([LEAVE A REPLY](#))

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NEW QUESTION: 32

Universal Containers sells a monthly subscription service with bered pricing:

Which pricing method should the Admin Select for this service?

- A. Tiered
- B. Block
- C. List
- D. Segmented

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 33

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

- A. The Quote Line fields that are visible.
- B. The fields that appear in the Quote Line Drawer.
- C. The Quote fields that may be edited.
- D. The fields that trigger a calculation event to occur.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 34

Universal Containers has a bundle with required Product Options. After the bundle is selected, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

- A. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Required on the Product Options.
- B. Set the Configuration Event field on the bundle Product to be Required, and select the checkbox for Required on the Product Options.

C. Set the Configuration Event field on the bundle Product to be Disabled, and select the checkbox for Bundled on the Product Options.

D. Set the Configuration Event field on the bundle Product to be Allowed, and select the checkbox for bundled on the Product Options.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

A. Select Add as the Option Selection Method on the Bundle product.

B. Select the Hidden checkbox on the Bundled Product record.

C. Select the Required checkbox on each Product Option in the Bundle.

D. Select Click as the Option Selection Method on the Bundle product.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

A. Contracted Price

B. Product

C. Product Option

D. Segmented Product

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 37

Which of the following is not automated as part of the subscription process in Steelbrick?

A. Renewal quote opportunity status

B. Prices

C. Co-terminating contracts

D. Prorating

Answer: **A** ([LEAVE A REPLY](#))

NEW QUESTION: 38

An admin has created a Small Business product with List Price = \$5.00 with these Product Options:



if a user adds this bundle and saves it without changes to the configuration, what will the package total be on the Small Business Bundle parent product Quote Line?

- A. \$5.00
- B. \$17.50
- C. \$37.50
- D. \$25.00

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 39

What type(s) of email template formats does SBAA allow?

- A. All of the above,
- B. Plain Text
- C. HTML
- D. Visualforce

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 40

What does ApprovalsArchived__c need to return to properly archive approval records?

- A. True
- B. False
- C. 1
- D. 0

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 41

"UC has a series of required PDF documents that need to be attached to their output document when generated. These PDF files are already stored in Documents.

What should the Admin do on the Quote Template to meet this requirement?

- A. Create a new Additional Document on the Quote Template for each PDF document
- B. Reference each PDF Document in Custom Template Content records."

C. Create a new Template Section for each PDF document.

D. Select the correct Documents Folder from the Documents field on the Quote Template

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

Universal Containers has a block priced product, Cloud Contacts, and wants to apply a 10% premium to the product when the payment frequency is annual. Based on the Price Actions below, what is the correct Order for the actions?

* $SBQQ_CustomerPrice_c = SBQQ_RegularPrice_c * (1 - SBQQ_Discount_c)$

* $SBQQ_NetPrice_c = SBQQ_PartnerPrice_c * (1 - SBQQ_DistributorDiscount_c)$

* $SBQQ_PartnerPrice_c = CustomerPrice_c * (1 - SBQQ_PartnerDiscount_c)$

* $SBQQ_RegularPrice_c = SBQQ_ListPrice_C * 1.1$

A. d) a) c) b)

B. a) b) c) d)

C. d) c) a) b)

D. b) c) a) d)

Answer: **A** ([LEAVE A REPLY](#))

NEW QUESTION: 43

Universal Containers need to generate two styles of PDF output, one that includes prices in the line item table of the quote is primary, and another that hides prices when the quote is not primary. Where should the Admin reference the primary checkbox field to set up this requirement?

A. In the Conditional Print Field of a Template Section for only price Line Columns.

B. In the Show Currencies Field in the Line Items Template Section.

C. In the Hide Line Currencies Field in the Quote Template.

D. In the Conditional Print Field for each price Line Column

Answer: **A** ([LEAVE A REPLY](#))

NEW QUESTION: 44

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 3) OR 2

C. (1 AND 2) OR 3

D. 1 AND 2 OR 3

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 45

Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

A. Select the Bundled checkbox on the Product Option.

B. Set the Quote Line Visibility field to Editor Only on the Product Option.

C. Select the Hidden checkbox on the Product Option.

D. Set the Quote Line Visibility field to Always on the Product Option.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 46

Universal Containers has a Product that has a Subscription Term of 12 months. Users frequently create Quotes which are longer than this period. When adding this Product to these Quotes, however, the Prorated List Price is the same as the List price. Which action should the Admin take to correct the issue?

A. Populate Default Subscription Term on the Quote Line.

B. Populate Subscription Pricing on the Quote Line .

C. Populate Subscription Pricing on the Product.

D. Check "Enable Proration" on the Quote.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 47

How should the Admin ensure Universal Containers' users can generate output documents in Microsoft Word format?

A. Set the Allow output Format Change checkbox on the Quote Template.

B. Set the Allow output Format Change checkbox on each user in user Settings.

C. Create a second Quote Template in Microsoft Word format.

D. Create duplicate Template Sections in Microsoft Word format.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 48

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. The Product's "Hidden" field is set to True.
- B. The "Quote Line Visibility" field is set to "Never."
- C. The Price Book Entry for this Product is zero
- D. No Price Book Entry is in this Quote's currency.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 49

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Non-Discountable to True on the Product record.
- B. Set Pricing Method to Fixed Price on the Product record.
- C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- D. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- E. Set Pricing Method to Block on the Product record.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 50

An Admin has pasted the Salesforce ID of an image into the Watermark ID field of a Quote Template, but the watermark image is absent from the rendered Document.

What is preventing the watermark from appearing?

- A. The Watermark Shown Quote field is unchecked.

- B. The image file type is PNG.
- C. The Quote's Status field is equal to Approved.
- D. The Opportunity's Stage field is equal to Closed/Won.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 51

Universal Containers (UC) sells Product A with a tiered pricing model using a Discount Schedule with three discount tiers. UC signed an agreement with a client, ACME Tools, that gives the client a 50% discount on Product A with a flat rate for the next calendar year, overriding the current Discount Schedule.

Which set of actions would meet these requirements?

- A. Create a Discount Schedule with a single Discount Tier at 0% discount and associate it with a Contacted Price giving 50% discount to Product A on the ACME Tools Account record.
- B. Create a Price Book specific to ACME Tools with a Price Book entry at half the price for Product A and a Workflow Rule that assigns this Price Book to all Opportunities for ACME Tools.
- C. Create a Price Rule that applies the 50% discount to the List Price and inserts it into the Customer Price field on the Quote Line when the Account associated with the Quote is ACME Tools.
- D. Create a Product Rule that clears the Discount Schedule and injects 50% into the Additional Discount field on the Quote Lines for Product A when the Account associated with the Quote is ACME Tools.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 52

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. The Quote status has changed to Approved.
- B. The Save or Quick Save buttons are clicked.
- C. Override values are subject to Discount Schedule updates made by the Admin.
- D. The Opportunity status has changed to Proposal/price Quote.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 53

Universal Containers offers the same Products in different regions of the country. Each sales rep is assigned to a single region numbered 1 through 10.

Each region has some Products which are region-specific and unavailable to users from other regions. Managers can add Products to a sales rep's Quotes that are inaccessible to other sales reps.

Which two steps should the Admin take to meet the business requirement? Choose 2 answers

- A.** Create a Price Book per region for sales reps. Share the regional Price Book with appropriate sales reps.
- B.** Add a Search Filter to the add Products Custom Action to filter Products based on the current user.
- C.** Use Product rules to hide Products from some sales reps.
- D.** Create a single Price Book with all Products. Share the Price Book with all users.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 54

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.** The order of the Price Action for the first Price Rule must be earlier than that of the second.
- B.** The second Price Rule must have the same Evaluation Order as the first.
- C.** Both Price Rules must be moved to the Before Calculate Evaluation Event.
- D.** The second Price Rule must be in a later Calculator Evaluation Event.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 55

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A.** After Calculate
- B.** Before Calculate and On Calculate
- C.** On Calculate
- D.** On Calculate and After Calculate

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 56

Universal Containers is rolling out a new version of its Premier Support offering named Premier Pro. The sales operation team wants to ensure that when a sales rep renew an existing Contract with Premier Support, it is replaced with Premier Pro.

What does the Admin need to do to support this business requirement?

- A.** Set the upgrade Target field on the Premier Support Product record to Premier Pro.

B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.

C. Set the Renewal Product field on the Premier Support Product record to Premier Pro.

D. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 57

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

A. Opportunity object

B. CPQ Quote Line object

C. Core Salesforce Quote object

D. CPQ Quote object

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 58

Which two objects could a discount schedule be applied and take precedence over discount schedule identified in a product feature?

A. Product Option

B. Contracted Price

C. Segmented Product

D. Product

Answer: A,B ([LEAVE A REPLY](#))

NEW QUESTION: 59

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

* The original Subscription

* The first amended Subscription

* The second amended Subscription

A. 100, -20, 40

B. 100, 80, 120

C. 80, 0, 40

D. 120, -20, 40

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 60

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. Value of the Condition # field.
- B. Salesforce ID of the Error Condition record.
- C. Value of the Index field.
- D. API name of the field in the Tested field.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 61

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, Subscription Term, and End Date
- C. Primary and Start Date
- D. Subscription Term and End Date

Answer: C ([LEAVE A REPLY](#))

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NEW QUESTION: 62

The Universal Containers Admin is creating a custom formula field, Approval Score, on the Quote Line object to calculate approval score. This field will calculate the average approval score for the Quote to determine how many levels of approval the record should go through when submitted.

The Admin planned to use a roll-up summary field on the Quote object to average the Quote Line Approval Score field. The Admin received an error when attempting to create the field. The Quote object has too many roll-up summary fields.

In addition to creating a custom number field on the Quote object to capture the average Approval Score, which action Should the Admin take to resolve the issue?

- A. Create a Workflow Rule with a Field Update to populate the average Approval Score.
- B. Create a trigger to populate the average Approval Score.

C. Create a Summary Variable and Product Rule to populate the number field with the average Approval Score.

D. Create a Summary Variable and Price Rule to populate the number field with the average Approval Score.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 63

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

A. \$User.FirstName

B. SBQQ__Product__r.Name

C. SBQQ__Product__r.SBQQ__DiscountSchedule__r.SBQQ__Order__c

D. SBQQ__Feature__r.SBQQ__Number__c

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 64

Universal Containers has the following Discount Schedule attached to product L.

Product L is a Product Option for two bundles, A and B.

A user at Universal Containers has added both bundles to a Quote. In Bundle A, Product L has a Quantity of 7.

In Bundle B, Product L has a Quantity of 8. On this Quote, however, both Product Options are being discounted using the second tier in the table above. Which two actions allow both Product Options to be discounted using the first tier?

A. Change the Product Option Type for Product L to Related Product in both Bundles.

B. Apply a separate discount schedule to the Product Option records in each Bundle.

C. Move Discount Schedule X from Product L to the corresponding Product Option records in each Bundle.

D. Set the Aggregation Scope field on the Discount Schedule to None, as well as uncheck Cross Products.

Answer: **C,D** ([LEAVE A REPLY](#))

NEW QUESTION: 65

Which of the following is not a standard pricing method in Steelbrick CPQ?

A. Block Pricing

B. Rollback Pricing

C. List Pricing

D. Cost Pricing

Answer: **B** ([LEAVE A REPLY](#))

NEW QUESTION: 66

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- A.** Set a lower value in the Display Order field in the Custom Action record.
- B.** Update the Custom Action Location to eft.
- C.** Move the Clone and Delete actions into the Quote Line Editor drawers.
- D.** Change the Actions Column Placement in package settings to Left.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 67

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D.

When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

								
Product Feature								
Product Feature A								
							Product Options [4]	Configuration Rules [0]
Product Feature Detail								
Feature Name	Product Feature A							- Option S Dynamic Opt
Min Options								
Max Options								

- A.** Set the Discount Schedule on the Product Option records and mark the "Cross Products" checkbox as FALSE
- B.** Set the Discount Schedule on Product Feature A and mark the "Cross Products: Checkbox as TRUE.
- C.** Set the Discount Schedule on the Product Option records and mark the" Cross Products" checkbox as TRUE
- D.** Set the Discount Schedule on Product Feature A and mark the "Cross Products" Checkbox as FALSE.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 68

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line.

What is the cause of this behavior?

- A. The Non Discountable field is marked True on the Product record for the Quote Line.
- B. A Product Rule is preventing the Additional Discount from being edited.
- C. The org is using legacy amendment and renewal service.
- D. Additional Discount is a locked field on amendment Quotes.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 69

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

- A. Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total: True, Subscription Term: 12
- B. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12
- C. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: False, Subscription Term: 1
- D. Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 70

Using Bundles allows you to have multiple price books on an opportunity.

- A. True
- B. False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 71

The Admin has set up a yearly price dimension on Product Z.

The User has added Product Z to a quote with a

30-month subscription term and sees that Year 3 is the partial segment, but the customer requires Year 3 to be a full year. What steps should the Admin take to enable the User to choose which year represents the partial segment?

- A. Place the "First Segment Term End Date" field into the Line Editor field set on the Quote object.
- B. Place the "Partial Segment" field into the Segmented Line Editor field set on the Quote Line object.

C. Place the "Subscription Term" field into the Segmented Line Editor field set on the Quote Line object.

D. Place the "Start Date" and "End Date" fields into the Segmented Line Editor field set on the Quote Line object.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 72

Universal Containers has Quote Terms specific to Product X and separate Quote Terms specific to Product Y. The Admin has created an output document with separate Template Sections for each set of Quote Terms. Each Template Section references a separate Template Content record. Which tasks should the admin complete to ensure Quote Terms for Product X and Y appear separately in the output document?

A. Delete the second Template Section and set the Group field on the remaining Template Section to SBQQ__ProudctCode__c.

B. Set the Template Content field for all Product X Quote Terms to the Product X Template Content record; repeat for Product Y.

C. Create a Term Condition for all Product X Quote Terms where Section = Template Section X; repeat for Product Y.

D. Set the Product X Template Section filter fields to Product Code = Product X; repeat for Product Y.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 73

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. Opportunity

B. Quote

C. Quote Line

D. Template

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 74

Universal Containers wants their documents to be translated into multiple languages. The Admin has already provided translations for the merge fields, but wants to create translations for the static text. What is the proper structure of the variable that represents the translatable static text in Template Content?

A. {!Data.VariableName}

B. {!Text.VariableName}

C. {\$Text.VariableName}

D. {\$Data.VariableName}

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 75

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object?

Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- B. Configuration Attribute picklist values
- C. The Feature Name field on the Configure Products page
- D. HTML Template Content in the Quote document

Answer: A,C ([LEAVE A REPLY](#))

NEW QUESTION: 76

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. The Save or Quick Save buttons are clicked.
- B. The Opportunity status has changed to Proposal/price Quote.
- C. Override values are subject to Discount Schedule updates made by the Admin.
- D. The Quote status has changed to Approved.

Answer: D ([LEAVE A REPLY](#))

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NEW QUESTION: 77

Universal Conditions wants its users to be able to apply Additional Discounts in the Line Editor at both the Quote and Group level.

Which two steps should the Admin take to fulfil this requirement? Choose 2 answers

- A. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.
- B. Add Additional Disc. to the Line Editor Field set on the Quote Line object.
- C. Add Additional Disc. (%) to the Line Editor Field Set on the Quote Line Group object.
- D. Add Additional Disc. (%) to the Line Editor Field Set on the Quote object.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 78

Which two scenarios can be supported using Amendments? (Choose two.)

- A. Add new Products; use different End Date from existing Contract
- B. Change quantities of existing Products; apply different discounts than original Quote
- C. Add new Products; co-terminate to existing Contract
- D. Change quantities of existing Products; maintain same discounts as original Quote

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 79

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product Selection screen.

How can the Admin configure the Product to meet this requirement?

- A. Select the Component checkbox on the Product.
- B. Select the Hidden checkbox on the Product.
- C. Set the Asset Conversion field to One per unit.
- D. Set the Configuration Type field to Allowed.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 80

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Disabled.
- B. Set the Active checkbox on Reconfigure Line Custom Action to False.
- C. Set the Configuration Type to Allowed and Configuration Event to Always.
- D. Set the Configuration Type to Allowed and Configuration Event to Add.

Answer: ([SHOW ANSWER](#))

Explanation

NEW QUESTION: 81

Universal Containers (UC) has a required Configuration Attribute for Color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the Admin need to create the Color field to meet this requirement?

- A. Product, Product Option
- B. Product, Quote Line
- C. Quote Line, Asset
- D. Product Option, Quote Line

Answer: ([SHOW ANSWER](#))

Explanation

NEW QUESTION: 82

Universal Containers offers a 50% customer discount promotion this month for Product A. The Admin decides to use a Price Rule to enable this promotion.

Which set of Price Actions Should the Admin create on this Price Rule?

- A.** One Price Action to inject 0.5 "SBQQ__OriginalPrice__c in the SBQQ__SpecialPrice__c field on the Quote Line and one Price Action to inject the text "Custom" in the SBQQ__SpecialPriceType__c field on the Quote.
- B.** One Price Action to inject 0.5 in the SBQQ__CustomerDiscount__c field on the Quote Line and one Price Action to inject a blank value in the SBQQ__CustomerDiscountAmount__c field on the Quote Line.
- C.** One Price Action to inject 50 in the SBQQ__Discount__c field on the Quote Line and one Price Action to inject a blank value in the SBQQ__AdditionalDiscountAmount__c field on the Quote Line.
- D.** One Price Action to inject 50 in the SBQQ__Discount__c field on the Quote Line.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 83

Universal Containers has a slab Discount Schedule for Product A with these Discount Tiers:

Name	Upper	Lower	Discount
First level	1	11	10
Second level	11	21	25%
Third level	21	-	50%

If Product A has a List Price of \$100.00, what is the Net Total for a Quote Line with the quantity of 21?

- A.** \$1,700.00
- B.** \$1,050.00
- C.** \$1,725.00
- D.** \$1,575.00

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 84

Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based tiered pricing for Product A on all future quotes.

How can this agreement be configured to set the Regular Price for this customer?

- A.** Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- B.** Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.
- C.** Create a Discount Schedule and add it to the Discount Scheduled field on Product A.
- D.** Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 85

The Admin at Universal Containers created the following range Discount Schedule: The Users are confused by the results when the quantity falls on a number that is the threshold for an Upper/Lower Bound. For example, when 20 is selected, the discount percent is 30%. The users are expecting a discount percent of 20%. Which explanation best explains this phenomenon?

- A. The Discount Schedule should have Inclusive set to True.
- B. The Discount Schedule should be type Slab instead of Type Range
- C. Lower bound is inclusive, upper bound is exclusive
- D. The Discount Schedule should be a Term schedule, but should be Quantity

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 86

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Upload the PDF into the Documents object folder named Output Attachments.
- B. Create an HTML Template Content record for the PDF and include it in a Template Section.
- C. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- D. Add the PDF as a required Additional Document on the Quote Template.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 87

A User tries to add a specific product to the quote and has typed the full Product Name into the Product Name search filter and clicks apply, but does not see the product in the search results. What is the reason why this product is not displayed?

- A. A hidden search filter was set
- B. A quote process is active.
- C. A product rule is firing
- D. "Sort Products in Memory" is enabled.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 88

At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates.

At the same time, the Account Management team wants to ensure that all items from one order appear on one contract.

What are two ways the CPQ Specialist can meet these requirements? (Choose two.)

- A. Set package Contracting Method to Single Contract.
- B. Set Order Product Date to Today when the record is created using Process Builder.

- C. Set package Default Order Start Date to Today.
- D. Set Contracting Method on the Order to Single Contract.

Answer: C,D ([LEAVE A REPLY](#))

Explanation/Reference: https://help.salesforce.com/articleView?id=cpq_order_date_logic.htm&type=5

https://help.salesforce.com/articleView?id=cpq_order_contracting_methods.htm&type=5

https://help.salesforce.com/articleView?id=cpq_order_contracting_methods.htm&type=5

NEW QUESTION: 89

"UC wants to show a custom text field on their Quote Document. This field with API name Additional_Text__c already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. {ISBQQ__Quote__c.Additional_Text__c}
- B. {ISBQQ__Quote__r.Additional_Text__c}"
- C. {!quote.Additional_Text__c}
- D. {!quote__r.Additional_Text__c}

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 90

Universal Containers has a requirement to ensure that Product B is always quoted with Product A in a bundle. The products are in separate features and there is no clear indication that they must be sold together. They implemented a Product Validation rule to fulfill this requirement, but received complaints that it was not user friendly. What other approach should the Admin take to fulfill this requirement?

- A. Create a Configuration Price Rule to add Product B.
- B. Create a Product Selection rule to add Product B.
- C. Create an Option Constraint with Type: Add.
- D. Create an Option Constraint with Type: Dependency.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 91

An admin is setting up multiple Option Constraints. When configuration the bundle, a user should be unable to select Product B unless the user has also selected Product A.



What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

- A. The Active checkbox should be set to True.
- B. Option Constrain Group should be populated.
- C. type should be dependency.
- D. Check Prior purchases should be set to False.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 92

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created.

Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

- A. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.
- B. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- C. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- D. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 93

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote line Group. How should the Admin meet the business requirements?

- A. Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.
- B. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- C. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.
- D. Create a Validation Rule that prevents an Order Product from being created on an Order representing the wrong milestone.

Answer: C ([LEAVE A REPLY](#))

Explanation/Reference:

NEW QUESTION: 94

What additional field is required for all records when using Approval Variables vs. Summary Variables?

- A. List Variable
- B. Net Variable
- C. Combine With
- D. Type

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 95

Universal Containers wants to update the Quantity of a Product in the Line Editor with a Price Rule. The rule should apply only for this one specific Product.

What should the Admin do to ensure that the Price Rule only changes Quote Lines referencing this Product?

- A. Fill in the Product field on the Price Rule with the Product.
- B. Create a Price Condition against a Quote Line field that contains a value that is unique to the product selected.
- C. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.
- D. Fill in the Lookup Object field on the Price Rule with the Product.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 96

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- B. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- C. Create a bundle with Container B and options X, Y, and Z as product options for Container A.
- D. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 97

The Admin wants to ensure that within one bundle. Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B.

Which setup should the Admin use to meet these requirements?

- A.** A Product Selection Rule where two Error conditions with Summary Variables test of Product A and B have both been selected. If so, a Product Action will remove Product B.
- B.** Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.
- C.** A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- D.** A Product Alert Rule where two Error Conditions with Summary Variable test of Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

- *The original Subscription
- *The first amended Subscription
- *The second amended Subscription

- A.** 80, 0, 40
- B.** 100, 80, 120
- C.** 100, -20, 40
- D.** 120, -20, 40

Answer: **A** ([LEAVE A REPLY](#))

NEW QUESTION: 99

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent of Total option's calculation should be based on other options in the same level.

How should the Admin set this up?

- A.** Set the Percent of Total Scope field on the Product Option record to a value of Package.
- B.** Set the Percent of Total Scope field on the Product Option record to a value of Group.
- C.** Set the Percent of Total Scope field on the Product Option record to a value of Components.
- D.** Set the Percent of Total Category field on each Product in the bundle to the same value.

Answer: **C** ([LEAVE A REPLY](#))

NEW QUESTION: 100

Universal Containers sells a monthly subscription service that is offered to their clients with a ramp option. This subscription is priced with a setup fee, an installation fee, and a recurring fee. Which set of actions would meet these requirements?

- A. Create a single product with two monthly price dimensions and one one-time price dimension.
- B. Create a single product with two one-time price dimensions and one monthly price dimension.
- C. Create a single product with three monthly price dimensions
- D. Create three products to represent the setup fee, the installation fee and the monthly fee each with a monthly price dimension, and combine them into a bundle.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 101

Universal Containers has an output document with a line item table that currently displays product options that are marked as Included. What step should the Admin take to remove the Included products from the line item table?

- A. Set the Hide Included Products field to True on the Quote Template.
 - B. Set the Show Bundled Products field to False on the Quote Template.
 - C. Create a Quote Line field OutputVisibility__C that returns False if Included = True.
- Create a filter on the line items Template Section where Component = False

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 102

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

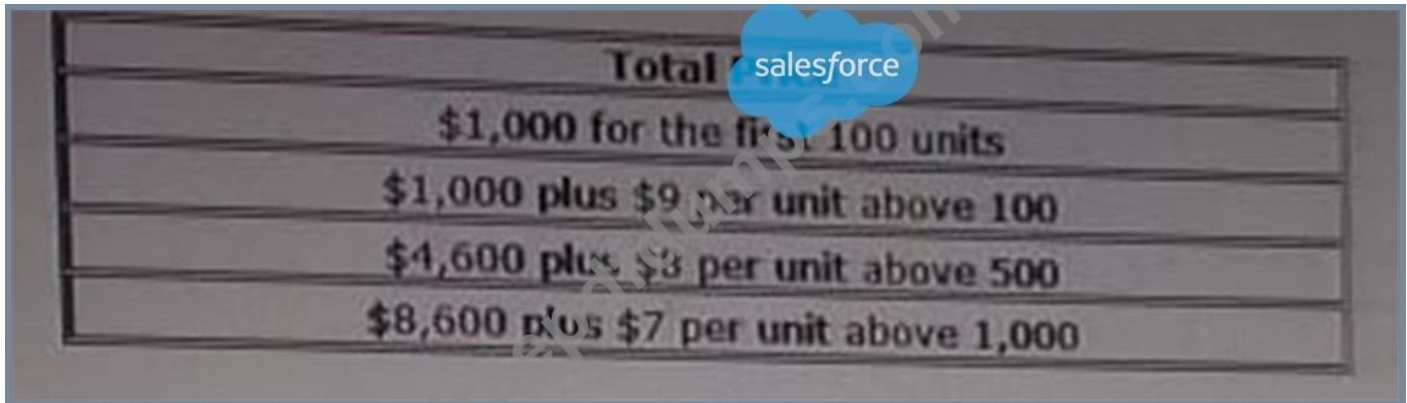
- A. Set Pricing Method to Fixed Price on the Product record.
- B. Set Pricing Method to Block on the Product record.
- C. Set Non-Discountable to True on the Product record.
- D. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

E. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.

Answer: B,C,D ([LEAVE A REPLY](#))

NEW QUESTION: 103

Universal Containers Sells a monthly subscription service with tiered pricing:



Total
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$3 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which two pricing configurations meet these requirements?

Choose two answers

- A. Block pricing with overage
- B. List pricing with slab Discount Schedule
- C. Block pricing with range Discount Schedule
- D. List pricing with lookup price Rule
- E. Block pricing with slab Discount Schedule

Answer: A,E ([LEAVE A REPLY](#))

NEW QUESTION: 104

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 Group object's Line Editor Field Set.
- D. The Quote Line object's Line Editor Field Set.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 105

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Non-Discountable to True on the Product record.
- B. Set Pricing Method to Block on the Product record.
- C. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- D. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- E. Set Pricing Method to Fixed Price on the Product record.

Answer: A,B,C (LEAVE A REPLY)

NEW QUESTION: 106

"UC has three different quote processes for guided selling. The Admin wants to dynamically assign the appropriate quote process to a quote based on the customer's region.

What should be done to meet this requirement?

- A. Create a trigger to update the Process Inputs Region field on the Quote Process.
- B. Create a workflow rule to update the Quote Process ID field on the Quote Line Group
- C. Create a workflow rule to update the Quote Process ID field on the Quote
- D. Create a trigger to update the Process Inputs Region field on the Quote."

Answer: C (LEAVE A REPLY)

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NEW QUESTION: 107

A user needs to amend e contract end change prices to reflect new discounts for existing active subscriptions and How should the user achieve this?

- A.** Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- B.** Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- C.** Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.
- D.** Create a Price Book price Book Entries to reflect the new prices. Populate the Contract Amendment price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 108

Upon checking the Contracted checkbox on an Amendment Opportunity, a new Contract is generated.

- A.** False
- B.** True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 109

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.** Set the Evaluation Order of the Product Rules to be later than the Evaluation Order of the Configuration Attributes
- B.** Check the Run Immediately checkbox on the Product Rule records
- C.** Check the Apply Immediately checkbox on the Configuration Attribute record
- D.** Add the Product Rules to the related list on the Configuration Attribute record

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 110

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor. What should the Admin do to resolve this issue?

- A.** Update the Custom Action Location to eft.
- B.** Set a lower value in the Display Order field in the Custom Action record.
- C.** Change the Actions Column Placement in package settings to Left.
- D.** Move the Clone and Delete actions into the Quote Line Editor drawers.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 111

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Products will be available within the Product Selection page?

- A. All Products with Price Book Entries in the Opportunity/Quote Currency
- B. All Products with Price Book Entries with a positive Price
- C. All Products with Price Book Entries in all Active Currencies
- D. All Products with Price Book when Dated Exchange Rates are enabled

Answer: ([SHOW ANSWER](#))

Explanation/Reference: https://help.salesforce.com/articleView?id=cpq_multicurrency_cpq.htm&type=5

NEW QUESTION: 112

Universal Containers wants to prevent users from selecting a Product Option when a conflicting one has been chosen. The Product Options that should not be selected should not be displayed to the users. The Admin needs to set up a Product Selection Rule to meet this requirement.

Which Type should be used for the product Action?

- A. Disable and Remove
- B. Hide
- C. Disable
- D. Hide and Remove

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 113

Universal Containers (UC) wants to use an Option Constraint in a bundle that requires a user to sell Product Option X before they can sell Product Option Y. Sales has indicated that this would be too restrictive, and they want to be able to select Product Option Y as long as Product Option X is an existing asset on the account. UC has approved this change. What should the Admin do to address this change?

- A. List accounts with assets in the "Option Constraint Group" field.
- B. Look up the account with the assets on the "Account" field.
- C. Mark the "Check Prior Purchases" checkbox as TRUE.
- D. Use a Product Rule instead of an Option Constraint.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 114

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

- A.** Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount Schedule.
- B.** Set the Discount Schedule on the Product Option records and mark the Cross Products checkbox as False on the Discount Schedule.
- C.** Set the Discount Schedule on the Product Option records and mark the Cross Orders checkbox as True on the Discount Schedule.
- D.** Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount Schedule.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 115

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based on the Start Dates. How can a CPQ Specialist meet this business requirement?

- A.** Set the Order By picklist on the Quote to SBQQ_StartDate_c, and the Ordered checkbox to True.
- B.** Set both the Order by Quote Line Group and Ordered checkboxes to True.
- C.** Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- D.** Separate Quotes must be created for each unique Start Date.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 116

"Based on a customer's requirements, the CPQ Admin has created multiple configuration attributes and assigned them to a single feature. Which configuration is valid for displaying the attributes?

- A.** Above or below the feature in the bundle.
- B.** Above all product options in the feature."
- C.** Above or below all features in the bundle.
- D.** Above or below all product options in the feature.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 117

Universal Containers has a Product Family of "Software". When a Configuration Attribute in their bundle is set to "Minimum," all Software products should be hidden with a Product Rule. Which configuration of conditions and actions should the Admin use to enable this?

- A.** An Error Condition should be set up to compare the static value, "Minimum," against the Configuration Attribute. A Product Action should be set up for each Product that needs to be hidden.
- B.** An Error Condition should be set up to check the Product Family value on the Product Option record. A Product Action, using the Filter Field, should be used to hide the Products.

C. Two Error Conditions should be defined: one to check the Product Family value on the Product Option record, and one to check the Configuration Attribute. No Actions are Required.

D. An Error Condition should be set up to compare the static value, "Minimum," against the Configuration Attribute. A Product Action, using the Filter Field, should be used to hide the Products.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 118

Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted. What is the likely cause?

A. The Products have a Discount Schedule and Cross Order is not selected.

B. A Price Rule is firing Before Calculate and changing the Regular Unit Price.

C. A Price Rule is firing On Calculate and changing the Effective Quantity.

D. The Revised Quantity has been set on the Subscription record.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 119

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

A. Set Option Layout to Tabs on the Product.

B. Set and choose a Category on the Feature.

C. Set Option Layout to Tabs on the Feature.

D. Set and choose a Group on the Feature.

Answer: C ([LEAVE A REPLY](#))

Explanation

Explanation/Reference: https://help.salesforce.com/articleView?id=cpq_config_layout_options.htm&type=5

NEW QUESTION: 120

Universal Containers has quotes that have multiple Quote Lines for the same Product. They require all Products with the Product Name to be combined and summed into one line on the Quote Document. How should the Admin set up the Quote Template to meet this requirement?

A. Set the Group Field to be Product.

B. Set the Total Field to be Net Total.

C. Set the Sub Group Field to be Product

D. Set the Roll up Field to be Product.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 121

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Active checkbox on Reconfigure Line Custom Action to False.
- B. Set the Configuration Type to Allowed and Configuration Event to Always.
- C. Set the Configuration Type to Allowed and Configuration Event to Add.
- D. Set the Configuration Type to Disabled.

Answer: B ([LEAVE A REPLY](#))

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NEW QUESTION: 122

Approver records are not required when using dynamic approvers.

- A. False
- B. True

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 123

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. An error is thrown informing the user an Order already exists.
- B. An Order without Order Products is created.
- C. The existing Order is updated with the remaining Quote Lines.
- D. A second Order is generated with the remaining Quote Lines.

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 124

In order to assign a fixed price to a Product based on a range of quantities (which would override the automatic calculation of quantity x unit price) you would use?

- A. Cost & Markup Pricing
- B. List Pricing
- C. Contracted Pricing
- D. Block Pricing

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 125

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.

How should the user achieve this?

- A.** Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- B.** Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price Book ID to generate Amendment Lines with new prices.
- C.** Clone the Quote Lines which need to be updated. Modified the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- D.** Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.

Answer: B ([LEAVE A REPLY](#))

Explanation/Reference: https://help.salesforce.com/articleView?id=000312891&language=en_US&type=1&mode=1

NEW QUESTION: 126

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A.

Which settings should be used on the Price Rule to meet these requirements?

- A.** Evaluation Scope = Calculator
Calculator Evaluation Event = Save
- B.** Evaluation Scope = Configurator
Configurator Evaluation Event = Edit
- C.** Evaluation Scope = Configurator
Configurator Evaluation Event = Save
- D.** Evaluation Scope = Calculator
Calculator Evaluation Event = Edit

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 127

"UC sells Product A with a tiered pricing model using a discount schedule with three discount tiers. They signed an agreement with their client ACME Tools that give this client a 50% discount on Product A with a flat rate for next calendar year.

Which set of actions would meet these requirements?

- A.** Create a price book specific to ACME Tools with a price book entry at half the price for Product A and create a workflow rule that assigns this price book to all opportunities for ACME Tools."

- B.** Create a discount schedule with a single discount tier at 0% discount and associate it with a contracted price giving 50% discount to Product A on the ACME Tools account record.
- C.** Create a price rule that applies the 50% discount to the list price and injects it into the Customer Price field on the quote line when the account associated with the quote is ACME Tools.
- D.** Create a price rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote lines for Product A when the account associated with the quote is ACME Tools.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 128

A User forgot to store an Additional Discount at the Quote level while they were in the Line Editor. Rather than going back in, they have changed the field on the Quote's detail page. After doing so, however, no prices were updated to reflect the new discount. Which reason could explain this unexpected behavior?

- A.** A Price Rule is needed to inject this value into the Quote Lines.
- B.** Fields updated outside of the Line Editor do not affect Pricing.
- C.** The Additional Discount field is not in the Calculating Fields field set.
- D.** The Additional Discount is only applied to the Amount fields on the Quote.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 129

Universal Containers (UC) wants to use an Option Constraint in a bundle that requires a user to sell Product Option X before they can sell Product Option Y.

Sales has indicated that this would be too restrictive, and they want to be able to select Product Option Y as long as Product Option X is an existing asset on the account. UC has approved this change. What should the Admin do to address this change?

- A.** Mark the "Check Prior Purchases" checkbox as TRUE.
- B.** List accounts with assets in the "Option Constraint Group" field.
- C.** Look up the account with the assets on the "Account" field.
- D.** Use a Product Rule instead of an Option Constraint.

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 130

Which of the following is not a part of a Product Bundle?

- A.** Features
- B.** Options
- C.** Feature Constraints
- D.** Products

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 131

Universal Containers sells a subscription Product Z that is sold in yearly segments, but would like to prevent the User from discounting the first segment.

How should the CPQ Admin ensure the User will not be able to discount the first segment?

Choose one answer

- A.** Write a Price Rule to inject 0 into Additional Discount when Product Code = Product Z and Initial Segment = True.
- B.** Set First Segment Term Editable to Only Custom Segments in the yearly Price Dimension record.
- C.** Write a Price Rule to run when Product Code = Product Z and Segment Index = 1, with a Price Action setting Non Discountable to True.
- D.** Create two Price Dimensions, then set Non Discountable to False on the first Price Dimension.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 132

Which is not a pro-rate precision option (in the Package Settings)?

- A.** Month
- B.** Day
- C.** Month + Week
- D.** Month + Day

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 133

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates. How can a CPQ Specialist meet this business requirement?

- A.** Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.
- B.** Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- C.** Separate Quotes must be created for each unique Start Date.
- D.** Set both the Order by Quote Line Group and Ordered checkboxes to True.

Answer: ([SHOW ANSWER](#)**)**

NEW QUESTION: 134

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence? Choose 3 answers

- A.** Contracted Price
- B.** Prorate Multiplier
- C.** Target Customer Amount
- D.** Additional Discount Fields
- E.** Discount Schedules

Answer: A,B,E ([LEAVE A REPLY](#))

NEW QUESTION: 135

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

- A.** Contracted Price
- B.** Product Option
- C.** Segmented Product
- D.** Product

Answer: ([SHOW ANSWER](#))

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