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NEW QUESTION: 1

Which type of Discount Schedule would you select if you wanted a blended discount rate applied across all units?

- A. Markup
- B. Range
- C. Block
- D. Slab

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 2

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 Feature.
- B. Set and choose a Group on the Feature.
- C. Set Option Layout to Tabs on the Product.
- D. Set and choose a Category on the Feature.

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

NEW QUESTION: 3

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

- B.** Create one product search filter that shows one of seven bundles with configuration attributes representing the values for the other questions.
- C.** 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.
- D.** Create one quote process and dynamically display subsequent questions depending on answers to the prior question.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line. Which behavior can the admin expect in this scenario?

- A.** The value from the record that was created most recently is applied to the Target Field.
- B.** The value from the first record sorted alphabetically by Name is applied to the Target Field.
- C.** The value from the second record sorted alphabetically by Name is applied to the Target Field.
- D.** The Target Field maintains its original value and an error message appears in the Quote Line Editor.

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

NEW QUESTION: 6

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A.** A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.
- B.** Renewal Quote Line values are automatically mapped from original Quote Lines.
- C.** A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.

D. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

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

NEW QUESTION: 7

User A at Universal Containers has an active quote with Company A.

Before the quote is finalized, however, Universal Containers enters into an agreement with Company A to always provide a 20% discount on one of the products that User A is quoting. An Admin has correctly configured the contracted price. When User A recalculates, however, the contracted price is not applied. What explains this behavior?

- A. The User must set Allow Contracted Prices on their quote.
- B. The contracted price is only applied when adding a product.
- C. The quote line for this product has Non Discountable checked.
- D. The User must press Refresh Prices to see the effect.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

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

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

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

NEW QUESTION: 9

UC 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 that variable that represents the translatable static text in Template Content?

- A. {IData.VariableName}
- B. {\$Data.VariableName}
- C. {IText.VariableName}
- D. {SText.VariableName}

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

MDQ products are automatically removed from normal Line Item tables whenever an output document includes an MDQ specific table layout in another section

- A. True

B. False

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

NEW QUESTION: 11

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

- A. Block Pricing**
- B. List Pricing**
- C. Cost Pricing**
- D. Rollback Pricing**

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

NEW QUESTION: 12

If a manager is taking a leave of absence, how can the Admin using Advanced Approval ensure that another manager will receive Approval requests during the period in which the original manager absent?

- A. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.**
- B. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegated End field for the date of the original manager's return.**
- C. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the subtitle Approver, then add the rule to the existing Approval chain as the first step.**
- D. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.**

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

NEW QUESTION: 13

Universal Containers sells a subscription service priced as follows:

Which setup should the Admin implement for this pricing model?

- A. Five block price records and one discount schedule with five discount tiers**
- B. Two block price records and one discount schedule with three discount tiers**
- C. Five block price records**
- D. One discount schedule with five discount tiers**

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 14

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

- A. HTML**

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

Answer: (SHOW ANSWER)

NEW QUESTION: 15

A Universal Containers User states that a Configuration Attribute value can be set up during the initial configuration, but the value is not present when they reconfigure. What should the Admin check to ensure the Configuration Attribute value is properly saved?

- A. A twin field must be created on the Quote Line object.
- B. A twin field must be created on the Quote object.
- C. A twin field must be created on the Product Option object.
- D. A twin field must be created on the Product object.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 16

Bundle G contains various add-only options for the purpose of cross sales, Universal Containers (UC) wants to ensure that sales reps have the flexibility to increase the quality of add-on option without reconfiguring the bundle.

Which two configuration should UC See to allow for the fallibility?

- A. Set the Product to quality Editable = TRUE
- B. Set the Product Type to Accessory.
- C. Set the product Option Type to Related Product.
- D. Set the Product Option to Quantity Editable = TRUE.

Answer: (SHOW ANSWER)

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NEW QUESTION: 17

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 Renewal Product field on the Premier Support Product record to Premier Pro.
- B. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- C. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- D. Set the upgrade Target field on the Premier Support Product record to Premier Pro.

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

NEW QUESTION: 18

An admin created a dynamic bundle and needs a Product Rule to limit which products users see when configuring the bundle.

Which type of Product Action should the Admin create to ensure that only a specific set of products may be selected for the dynamic bundle?

- A. Show
- B. Optional filter
- C. Enable
- D. Default filter

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 19

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

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

NEW QUESTION: 20

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page.

Which updates should the Admin make to meet this requirement

- A. Update Option Layout on the parent Product record to Wizard.
- B. Update option layout on the parent Product record to Section
- C. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- D. Create feature to the parent product and assign all Option to one of the created features.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 21

An Admin wants to update a field on all Quote Lines based on a Quote field. Which setup should the Admin use?

- A. A Workflow Rule, with conditions that check the Quote field values, and a Field Update to Update the Quote Lines.
- B. A Custom Trigger on the Quote object, with a query to obtain all related Quote Lines, and an D. update operation after changing the field.
- C. Process Builder, with conditions that check the Quote field values, and the native functionality to update related records.
- D. A Price Rule, with conditions that check the Quote field values, and an action to update the Quote Lines.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 22

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 23

An Admin at Universal Containers wants to configure a bundle with multiple features and have the product code of all options displayed in a single field for easy rendering on the quote document. What should the Admin do to achieve this?

- A. Create price rules and formula fields.
- B. Combine roll-up fields with formula fields.
- C. Use package product code.
- D. Write a custom trigger.

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

NEW QUESTION: 24

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.** Set the Aggregation Scope field on the Discount Schedule to None, as well as uncheck Cross Products.
- B.** Change the Product Option Type for Product L to Related Product in both Bundles.
- C.** Apply a separate discount schedule to the Product Option records in each Bundle.
- D.** Move Discount Schedule X from Product L to the corresponding Product Option records in each Bundle.

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 25

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 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.
- B.** 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.
- 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 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.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 26

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

D. Create an Error Condition against a Quote Line field that contains a value that is unique to the product selected.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 27

A User creates a quote with these details: No subscription pricing products. Default Product record fields have not been altered. Renewal Model is Contract based. The Quote has been contracted. Which records will be generated?

- A. Assets will be created on the account for each product in the quote.
- B. A contract will be generated with no subscriptions for each product in the quote.
- C. A contract will be generated with subscription for each product in the quote.
- D. Assets will be created on the opportunity for each product in the quote.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 28

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 the Discount Schedule field on Product A.
- 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 Product A to the Product lookup on the Discount Schedule.
- D. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 29

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. Lower bound is inclusive, upper bound is exclusive
- C. The Discount Schedule should be type Slab instead of Type Range
- D. The Discount Schedule should is a Term schedule, but should be Quantity

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 30

An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with".

If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

- A. Sales reps can change the operator from "starts with" to "contains".
- B. Sales reps can delete the text to ignore the filter.
- C. Sales reps can see the filter, but are unable to alter the filter text.
- D. Sales reps can replace the text, but are unable to leave the required field blank.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 31

A User at Universal Containers created a quote containing two products. Product A is marked as Include in Percent of Total, with Subscription Pricing blank. Product B has Subscription Pricing set to Percent of Total. When the Contract is renewed, both products are shown in the renewal quote, but Product A has a Net Total of zero. Which reason explains why Product A does not have a non-zero total?

- A. Renewal Pricing Method was set to Subscriptions Only at the Account Level.
- B. The Asset Conversion behavior on the Product must be set to Allow Renewals.
- C. Product A is an Asset that the Customer already owns, and will not be priced again.
- D. Include Net-New Products in Maintenance must be flagged in CPQ Package settings.

Answer: (SHOW ANSWER)

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NEW QUESTION: 32

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

- A. [SBQQ__ExpirationDate__c]
- B. |Quote__r. Expiration Date__c
- C. {SBQQ__ExpirationDate__c}
- D. {|quote.SBQQ__ExpirationDate__c}

Answer: D (LEAVE A REPLY)

NEW QUESTION: 33

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A.** The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- B.** The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- C.** The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- D.** The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 34

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A.** Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- B.** Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.
- C.** Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- D.** Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.

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

NEW QUESTION: 35

An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer's product catalog. Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

- A.** A selection rule is being used to hide a configuration attribute value.
- B.** Create a cross-object formula field that stores the Product Field's value in the Quote Line field.
- C.** On the Configuration Attribute, "Hidden" is selected.
- D.** On the Configuration Attribute, "Apply to Product Options" is not selected.

E. The user chose a configuration attribute value that cannot be mapped.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 36

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. \$1,725.00
- C. \$1,575.00
- D. \$1,050.00

Answer: A (LEAVE A REPLY)

NEW QUESTION: 37

"An Admin has created a bundle with four Product Options for Products A, B, C, and D. When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two - but never both.

How should the Admin set up Bundle A to accomplish this?

- A. Create a Product Feature and set both Min Options and Max Options to 1.
- B. Create an Option Constraint and set Type = Dependency
- C. Create a Product Feature and set both Min Options and Max Options to 4.
- D. Create an Option Constraint and set Type = Exclusion"

Answer: (SHOW ANSWER)

NEW QUESTION: 38

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. Move the Clone and Delete actions into the Quote Line Editor drawers.
- 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. Update the Custom Action Location to eft.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 39

In what way does Smart Approvals expedite the approval process?

- A. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- B. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- C. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.
- D. Quotes within defined thresholds will be automatically approved.

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

NEW QUESTION: 40

A subscription product that was newly created fails to display in the Product Selection screen when users search for it. What are three possible reasons for this behavior?

Choose 3 answers

- A. The Product is missing a Pricebook Entry for the Quote's Pricebook.
- B. The Active checkbox is FALSE on the Product record.
- C. The Product is missing a related Cost record.
- D. The Optional checkbox is TRUE on the Product record.
- E. The Component checkbox is TRUE on the Product record.

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

NEW QUESTION: 41

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing. Products A and B have Asset Conversion populated. Both Products have a Quantity of two. Which two are potential outcomes when the Opportunity associated with the Quote is contracted?

- A. One Subscription record and an Asset record will be created.
- B. Two Subscription records and an Asset record will be created.
- C. One Subscription record and two Asset records will be created.
- D. Two Subscription records and two Assets records will be created.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

To assign a specific Discount Schedule to an Account (that is active for a specified Start & End Date) you would create a:

- A. Summary Variable
- B. Price Rule
- C. Separate Sub-account
- D. Contracted Price

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 43

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

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

NEW QUESTION: 44

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 45

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

- A. Contract
- B. Discount
- C. Effective Date
- D. Product
- E. Expiration Date

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

NEW QUESTION: 46

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. Additional Discount is a locked field on amendment Quotes.
- C. A Product Rule is preventing the Additional Discount from being edited.
- D. The org is using legacy amendment and renewal service.

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 47

An Admin at Universal Containers wants Configuration Attribute X to appear on the configuration page of bundle Y.

The value selected will drive a Selection Product Rule, and will also be listed in a Line Item Column in the output document. On which objects will the Admin need to create the Configuration Attribute X custom field in order to meet his requirements?

- A. Product Option and Quote Line
- B. Configuration Attribute and Quote
- C. Product Option and Quote
- D. Configuration Attribute and Product Option

Answer: (SHOW ANSWER)

NEW QUESTION: 48

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: (SHOW ANSWER)

NEW QUESTION: 49

Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- A.** Set the maintenance product Include in Percent of Total to True. On all storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- B.** Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- C.** subscription products, set the Percent Of Total Category to Storage.
- D.** Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- E.** Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 50

Universal Containers (UC) has products that will only be utilized as Product options inside five different bundle products. When a user adds products to the Quote line Editor, UC wants:

*Bundle products to show in the Product Selection page.

*Products that are Product Options of the bundles to be excluded from the product selection page.

How should the Admin set up the bundles?

- A.** Select the Hidden checkbox for any Product that is a Product Option for the bundles.
- B.** Select the bundled checkbox on each Product Option and mark the Product inactive.
- C.** Select the selected checkbox on each Product Option and mark the Product inactive.
- D.** Select the component checkbox on any Product that is a Product Option for the bundles.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 51

A user at Universal Containers has logged a ticket stating that Cloud Storage Support is priced incorrectly. Based on a Quote with a 12-month Subscription Term and the information below, take the first steps in verifying their claim by calculating the support

pricing. What is the calculated List Unit Price the user should see for Cloud Storage Support?

Cloud Storage

List Unit Price - \$1,000

Net Unit Price - \$500

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - False

Exclude From Percent of Total - False

Cloud Backup

List Unit Price - \$500

Net Unit Price - \$250

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - TRUE

Exclude From Percent of Total - False

Cloud Storage Ent Replication

List Unit Price - \$4,000

Net Unit Price - \$2,000

Default Subscription Term - 12

Subscription Pricing - Fixed Price

Include in Percent of Total - TRUE

Exclude From Percent of Total - False

Cloud Storage Support

Default Subscription Term - 1

Subscription Pricing - Percent of Total

Percent of Total Base - Net

Percent of Total (%) - 10%

A. \$50

B. \$25

C. \$27

D. \$225

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 52

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 field on the Opportunities on these Accounts.

- C. Set the Generate Contracted Price picklist on the desired Quote Lines before creation.
- D. Set the Generated Contracted Price picklist on the desired product records.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 53

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. Product
- D. Segmented Product

Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 54

Universal Containers has Terms and Conditions it wants to include in documents sent to customers. The Admin is tasked with creating conditional Quote Terms to meet this requirement. Which two options could a condition be tested against in order to determine which Quote Terms will be included on the output document?

- A. Quote fields
- B. Product fields
- C. Quote Line fields
- D. Summary Variables

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 55

Summary Variables can be used in Rule Conditions.

- A. True
- B. False

Answer: A (LEAVE A REPLY)

NEW QUESTION: 56

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 57

Universal Containers (UC) wants to set up four separate Template Sections. UC also wants each of these sections to render on its own page, no matter if the text field fills an entire page or not. Which two will determine how the page breaks?

- A. Under the Page Break picklist, select the Before option on each of the last three Template Sections.
- B. Under the Keep with Previous picklist, select the Always option on each of the Template Sections.
- C. Under the Keep Separate picklist, select the Always option on each of the Template Sections.
- D. Under the Page Break picklist, select the After option on each of the first three Template Sections.

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 58

The sales reps at Universal Containers want the Quote Line Editor to always display the column headers and the Quote Total on the desktop user interface, regardless of how many Quote Lines are present.

How can an admin meet the requirement?

- A. Enable Compact Mode so all of the Quote Lines fit on the screen at once.
- B. Enable Large Quote Experience to freeze the Total and column headers.
- C. Enable Large configurations to freeze the Total and Column Headers.
- D. Enable the Group Line items checkbox on the Quote to be checked by default.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 59

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. Special Price and Special Price Type
- C. Custom Price and Custom Price Type
- D. Regular Price and Regular Price Type

Answer: B (LEAVE A REPLY)

NEW QUESTION: 60

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.

What should the admin set up to satisfy this requirement?

- A.** The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- B.** An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.
- C.** The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- D.** A value of 10 should be added to the Max Options field on the feature record.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 61

The Admin at Universal Containers recently created a new custom field referenced on the Target Field on a Price Action in a Price Rule. While testing the Price Rule, the Admin noticed that the Price Action failed to populate the custom field. The Admin checked the CPQ Package Setting and noticed that the Triggers Disabled checkbox was checked. After unchecking Triggers Disabled, the custom field still failed to populate.

How can the Admin ensure this custom field can be referenced by the calculator?

- A.** Revoke the Advanced Calculator and re-authorize the Calculation Service.
- B.** Re-execute the Post Install Script in Package settings to ensure the Calculator Referenced Fields are up-to-date.
- C.** The Admin must reference a standard CPQ field because custom fields are unsupported with Price Rules.
- D.** Rename the custom field label, then recreate the Price Action to reference the new field label.

Answer: (SHOW ANSWER)

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NEW QUESTION: 62

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D.

Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2. The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021. The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021. Which two methods could the user apply individually to meet the requirement? Choose 2 answers

- A. Change the End Date on the Quote Lines for C and D to December 3, 2021.
- B. Change the End Date on Quote Line Group 2 to December 3, 2021.
- C. Change the Subscription Term on the Quote Lines for C and D to the value 18.
- D. Change the Subscription Term on Quote Line Group 2 to the value 18.

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 63

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

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 64

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 Line Editor Field Set on the Quote Line Group 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 object.
- D. Add Additional Disc. to the Segmented Line Editor Field Set on the Quote Line object.

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 65

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 = Configurator
Configurator Evaluation Event = Edit
 - B. Evaluation Scope = Calculator
Calculator Evaluation Event = Save
 - C. Evaluation Scope = Calculator
Calculator Evaluation Event = Edit
 - D. Evaluation Scope = Configurator
Configurator Evaluation Event = Save
- Answer: C ([LEAVE A REPLY](#))**

NEW QUESTION: 66

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 Subscription Pricing on the Product.
- B. Populate Subscription Pricing on the Quote Line .
- C. Check "Enable Proration" on the Quote.
- D. Populate Default Subscription Term on the Quote Line.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 67

Universal Containers wants to prevent a User from putting in a discretionary discount at or above 40 percent on any quote Line. How should the Admin implement this restriction?

- A. An Alter Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.
- B. An Alert Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.
- C. A Validation Product Rule will use an Error Condition against the Quote Line object. The Additional Discount (%) field will be tested in the Error Condition.
- D. A Validation Product Rule will use an Error Condition against the Quote Line object. A Summary Variable will be used to calculate the maximum discount.

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

NEW QUESTION: 68

Universal Containers wants to have quantity requirements for certain Product options in a bundle. The Product Option's quantity must be multiplied by the quantity of the bundle product. How should the Admin set this up in the bundle to meet the requirement?

- A. Select the Quantity Editable checkbox on the Product Option.
- B. Select the Bundled checkbox on the Product Option.
- C. Select Component as the Type field on the Product Option.

D. Select the Multiplier checkbox on the Bundle.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 69

An Admin has set up option constraints in the Universal Container sandbox where Product A depends on the selection of Product B.

During testing, it is determined that Product A can be selected regardless of whether Product B has been selected or not. Why is this happening?

- A. The Option Constraint has not been activated.
- B. The Option Constraint was set up with type "Dependency."
- C. Product A was set up as the Constrained Option.
- D. Product B was set up as the Constraining Option.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 70

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 71

Formula fields may be used as a Conditional Print Field to control whether a section appears or not.

- A. True
- B. False

Answer: A (LEAVE A REPLY)

NEW QUESTION: 72

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

Answer: A (LEAVE A REPLY)

NEW QUESTION: 73

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- A.** Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- B.** Set the Product Family picklist on the Standard Warranty product's Product record to Services.
- C.** Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- D.** Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 74

The admin has created a bundle with several options. The option's prices contribute to the Package Total, and must be discountable by the sales rep. However, these options must be hidden on the generated proposal document.

How should the admin change the options to meet this requirement?

- A.** Set number to a value greater than 1,000.
- B.** Set Bundle to True.
- C.** Set Quote Line Visibility to Quote Line Editor.
- D.** Set Type to Related Product.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 75

Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

- A.** Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.
- B.** Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.
- C.** Create a Discount Schedule for each currency in the related list on the Product.
- D.** Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 76

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

Choose 2 answers

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

Answer: A,D (LEAVE A REPLY)

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NEW QUESTION: 77

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

Answer: C (LEAVE A REPLY)

NEW QUESTION: 78

An admin wants users to make changes In the configurator without Product Rules evaluating. Users should be able to manually Are the rules. The admin has created Product Rules with an Evaluation Event of Edit or Always.

Which final step should an admin take to meet this requirement?

- A. Ensure the Apply Edit Rules Custom Action is active.
- B. Enable Large Configurations set to TRUE in package settings.
- C. Create all Product Options with Apply immediately Context set to NULL.
- D. Set Configuration Event on the bundle parent Product record to Always.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 79

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 Hide Line Currencies Field in the Quote Template.
- C. In the Conditional Print Field for each price Line Column
- D. In the Show Currencies Field in the Line Items Template Section.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 80

An annual subscription for Product A sells for \$100 and has a Term Discount Schedule established on its Product record. A volume-based Discount Schedule is related to Contracted Price that applies to Product A.

Product A is added to a Quote for an Account that uses the Contracted Price. As quoted, product A qualifies for a 10% volume-based discount and a \$20 term-based discount.

Which values for Special Price and Regular Price are expected if the Quote's Subscription Term is 24 months?

- A. Special Price = \$72, Regular Price = \$144
- B. Special Price = \$100, Regular Price = \$140
- C. Special Price = \$100, Regular Price = \$144
- D. Special Price = \$90, Regular Price = \$140

Answer: B (LEAVE A REPLY)

NEW QUESTION: 81

Universal Containers sells their subscription products only in whole months. The Users at Universal Containers are sometimes entering values into Start Date and End Date and leaving Subscription Term blank. They are finding that subscription pricing is not working as they would expect because the dates they are choosing do not equate to exact months. This leads to pricing that may be a few cents or even a few dollars off. The Admin would like to find a solution that does not require forcing the users to use Subscription Term.

What should be done so that the pricing is rounded to the expected value?

- A. Create a Price Rule that takes the user-entered date and calculates a rounded Term.
- B. On the Quote object, set the Subscription Prorate Precision field to Monthly.
- C. In the package settings, set Subscription Prorate Precision to Monthly.
- D. Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 82

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

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

NEW QUESTION: 83

Universal Containers sells products that require serial numbers assigned to each product that is sold. These products do not expire and the serial number is assigned to each record after the contract is created. Which Product field value should the Admin set up to handle this use case?

- A. Subscription Price: List Price
- B. Asset Conversion: One Per Line
- C. Subscription Type: One-Time
- D. Asset Conversion: One Per Unit

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

NEW QUESTION: 84

"UC 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 2 answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 85

The Admin at Universal Containers (UC) has created one bundle that contains all of its products as Options. The bundle has Subscription Pricing and Asset Conversion set to null on its Product record. Implementing the Product Catalog via a bundle allows UC to enforce logic about which Products can be sold together. A bundle sold by UC contains a combination of Assets and Subscriptions.

After making selections within the bundle, a sales user saves the Quote and creates a Contract from the Opportunity associated with the primary Quote. Later, the sales user needs to amend this Contract based on new requirements from the customer. When UC amends the Contract using the Amend button, the sales user notices that the bundle is excluded in the Amendment Quote.

Why is bundle excluded in the Amendment Quote?

- A. The bundled Product is excluded from the amendment because it lacks an Asset or a Subscription.
- B. By default, bundled Assets and Subscriptions are excluded in Amendment Quotes.
- C. The sales user neglected to select the Preserve Bundle structure field on the Contract.
- D. The sales user must use the Amend Assets field on the Account to amend a Contract which contains Assets.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 86

"An Admin at UC added a new logo to the Documents folder for use in the quote template. After adding the image to an HTML Content Section and testing, the image is too big. What should the Admin do to resize the image and to maximize image quality?"

- A. Add HTML height and width attributes in the img tag."
- B. Wrap the image in a span tag and resize using CSS.
- C. Use inline CSS height and width properties in the img tag.
- D. Resize in an image editor outside of Salesforce.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 87

An Admin has created a configuration attribute on Product Z, created a twin field on the Quote line object, then added it into the Quote Line Editor so the User can change the value after configuration. What must the Admin do to update the value of the configuration attribute when the User reconfigures Product Z?

- A. Create a Product Option formula field named Attribute Mapping that returns a comma-separated string of the field name and value pairs.
- B. The value is auto-mapped back to the Product option field when the user enters configurations.
- 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: C (LEAVE A REPLY)

NEW QUESTION: 88

An admin created a workflow rule to automatically generate the renewal Opportunity and Quote when a user activates the Contract. The Renewal Pricing Method is set to List. The original Quote contains only standalone fixed-price subscription products and non-subscription product.

What should the user see on the renewal Quote?

- A. All Quote Line items will be pulled through from the original Quote.
- B. The renewal Quote start date will be the Contract end date plus one day.
- C. Optional products from the original Quote will pull into the renewal.
- D. Additional discounts from the original Quote will automatically populate on the renewal.

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

NEW QUESTION: 89

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 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.
- B. Create a single product with two monthly price dimensions and one one-time price dimension.
- C. Create a single product with two one-time price dimensions and one monthly price dimension.
- D. Create a single product with three monthly price dimensions

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

NEW QUESTION: 90

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

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

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 91

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

- A. The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.

- B. One or more Price Condition records use a formula that references a non-CPQ object field.
- C. The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.
- D. One or more Price Condition records have a lookup to a Summary Variable.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 92

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the Admin set up these requirements for the users?

- A. Set Max Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- B. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- C. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for support.
- D. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for support.

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

NEW QUESTION: 93

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

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

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

NEW QUESTION: 94

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100 What is the Prorated List Unit Price for the Quote Line?

- A. USD 116.67
- B. USD 100.00
- C. USD 118.31
- D. USD 125.00

Answer: (SHOW ANSWER)

NEW QUESTION: 95

Universal Containers wants to show a custom text field with the API name Addition_Text_c on the Quote Document. This field already exists and is located on the Quote object.

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

- A. `{!SBQQ_Quote_cAdditional_Text_C}`
- B. `{!SBQQ_Quote_r.Additional_Text_c}`
- C. `{!quote.Additional_Text_c}`
- D. `{!quote_r.Additional_Text_c}`

Answer: C (LEAVE A REPLY)

NEW QUESTION: 96

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

- A. There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.
- B. The Quote Line's Product has Pricing Method set to Block.
- C. The Quote Line is on an amendment Quote and has a different Quantity form its original Quote Line.
- D. The Quote Line's Product has Asset Conversion set to One Per Unit.

Answer: A,C (LEAVE A REPLY)

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