

Salesforce.CPQ-Specialist.v2022-08-25.q103

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NEW QUESTION: 1

The Admin at UC is creating a bundle and has a requirement for a Product Option to be unavailable for selection when certain conditions exist. The User should still see the Product Option, but should not be able to select it.

If a Product Rule is created to meet this requirement, what should the Type of the Product Action be?

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

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

NEW QUESTION: 2

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

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

NEW QUESTION: 3

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

Universal Containers has a custom picklist filed with three values on their products. The Admin would like to create a Dynamic Bundle to display products if the picklist value matches that of a Configuration Attribute.

How should the Admin create Filter Product Rules to meet the business requirement?

- A. Create one rule with one condition that compares the product field with the configuration attribute filed.
- B. Create one rule with three conditions, each that compares the configuration attribute filed with a static value.
- C. Create three rules, each with one condition that compares the product field with the Configuration attribute filed.
- D. Create three rules, each with two conditions that compare the configuration attribute with a static value and the product field.

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

NEW QUESTION: 5

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

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

NEW QUESTION: 6

Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- A. Populate the Generate Contracted Price field on a Quote record.
- B. Generate a Contracted Price via the Contracted checkbox on the Quote record
- C. Create a Contracted Price record related to an Account record.
- D. Add a partner to the Partner on the Quote record.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 7

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

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

NEW QUESTION: 8

Approver records are not required when using dynamic approvers.

- A. False
- B. True

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

NEW QUESTION: 9

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

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

NEW QUESTION: 10

What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

B. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions

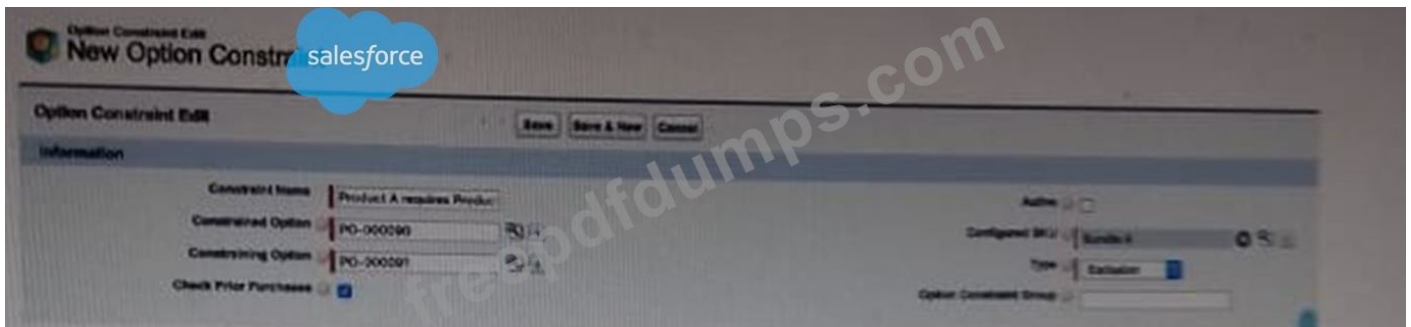
C. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

D. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions

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

NEW QUESTION: 11

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. Check Prior purchases should be set to False.

B. Option Constrain Group should be populated.

C. type should be dependency.

D. The Active checkbox should be set to True.

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

NEW QUESTION: 12

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

A. The fields that appear in the Quote Line Drawer.

B. The Quote Line fields that are visible.

C. The fields that trigger a calculation event to occur.

D. The Quote fields that may be edited.

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

NEW QUESTION: 13

A renewal quote has been generated through automation 45 days before the contract ends on December 31.

The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the

amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.

How can the sales ops team ensure the renewal Quote reflects the increased quantity?

A. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.

B. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.

C. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.

D. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.

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

NEW QUESTION: 14

Universal Containers wants to default the value of the Location process input based on the location determined on the Quote. How should the Admin fulfill this requirement?

A. Create twin fields that map between the Location field on the Quote to the Location process input.

B. Add the API name of the Location field on the Quote to the Default Field picklist on the quote process.

C. Create a Process Input field called Location and add the API name of the Location field on the quote to its picklist.

D. Add the API name of the Location field on the Quote to the Default Field picklist on process input.

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

NEW QUESTION: 15

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 each user in user Settings.

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

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

D. Create duplicate Template Sections in Microsoft Word format.

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

NEW QUESTION: 16

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

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

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NEW QUESTION: 17

Which is the correct format for creating a subgroup label that dynamically pulls the subgroup field value if grouping by Product Family?

- A. Subtotal for Family
- B. Subtotal for {Product2.Family}
- C. Subtotal for {0},
- D. Subtotal for {!Product2.Family}

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

NEW QUESTION: 18

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

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

NEW QUESTION: 19

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record. How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- C. Create a custom Page Layout and add the custom Contract Name field to the layout.
- D. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.

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

NEW QUESTION: 20

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

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

NEW QUESTION: 21

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

- A. Bundled
- B. Required
- C. Quantity Editable
- D. Selected

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

NEW QUESTION: 22

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 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.

B. 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.

C. Create a Product Rule of type Alert.

Create a Lookup Query which compares the configuration Attribute values to the lookup table and wants 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: D (LEAVE A REPLY)

NEW QUESTION: 23

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

A. Feature Constraints

B. Options

C. Features

D. Products

Answer: A (LEAVE A REPLY)

NEW QUESTION: 24

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 in the Opportunity/Quote Currency.

B. All Products with Price Book Entries when Dated Exchange Rates are enabled.

C. All Products with Price Book Entries with a positive Price.

D. All Products with Price Book Entries in all Active Currencies.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 25

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

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

NEW QUESTION: 26

An admin notices the fields placed in the SBQQ_SearchFilter Field Set on the Product object are different than the fields displayed when using the Filter action in Product Selection-Why are the fields shown to the user different than those defined in the SBQQ_SearchFilter Field Set during Product Selection?

- A. Ensure that any fields Included in the SBQQ_SearchFilter Field Set on Product are also included In the SBQQ_SearchResults Field Set
- B. Check for any Search Filter records that have been created In the org. If present. Search Filters override the values defined in the SBQQ_SearchFilter Field Set
- C. Establish a Product Results Group Field Name In the CPQ Package Settings. This enables compatibility with filtering.
- D. Set Large Quote Experience in the CPQ Package Settings to True. The enhancements made to search filtering are only available in the Large Quote Experience.

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

NEW QUESTION: 27

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

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

NEW QUESTION: 28

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: 29

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 Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

B. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.

C. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

D. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 30

The Admin at Universal Containers is receiving an "Attempt to de-reference a null object" error when generating a Quote Document after adding the following section to display line items with the Product Family Setup Fees: What change needs to be made to resolve this error?

A. Filter Field must be the field name Product Family.

B. Filter Value should have quotations around Setup Fees

C. More than one-line volume must apply only to this section.

D. Filter Operator must be populated with Equals.

Answer: (SHOW ANSWER)

NEW QUESTION: 31

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.

In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

- A. Create a custom formula Indicating if the Payment Terms are Net 30.
- B. Set the Conditional Print Field on the Line Column record.
- C. Create an additional Line Items section without the Monthly Price field.
- D. Include Monthly Price in the Quote Line Editor Field set.

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

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NEW QUESTION: 32

"When configuring a bundle, Universal Containers users must select Product B and Product C in order to add Maintenance Product A.

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

Choose one answer

- A. Create a ""Dependency"" Option Constraint for Product B and an ""Exclusion"" Option Constraint for Product
- B. Create two ""Exclusion"" Option Constraints for Products B and C and have Product A as the constrained option for both Option Constraints.
- C. Create two ""Dependency"" Option Constraints for Products B and C and have Product A as the constraining option for both Option Constraints."
- D. Create an Option Constraint Group ""Maintenance"" to require that Product A can only be selected when Products B and C are selected.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 33

What is the correct order of data import to load Products and Product bundles in CPQ?

- A. Product, Product Features, Product Options, Option Constraints, Configuration Attributes
- B. Product Features, Product, Product Options, Option Constraints
- C. Product Option, Product Feature, Product, Option Constraints, Configuration Attributes
- D. Product Rules, Error Conditions, Configuration Rules, Product Action

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

NEW QUESTION: 34

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the "Failed to Load PDF" error message appears when the output document is generated. Which steps should the Admin perform to diagnose the Error?

A. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in

"No Errors."

B. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.

C. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.

D. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 35

"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 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.

B. 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.

C. 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.

D. 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."

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

NEW QUESTION: 36

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 object.

B. Add Additional Disc. to the Segmented 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,D ([LEAVE A REPLY](#))

NEW QUESTION: 37

Universal Containers has three different range discount schedules. All three have a reference to product A through the objects shown below.

Product A is an option in a bundle and has a list price of \$100.

| Discount Schedule Name | Tiers | | | | Object Reference |
|--------------------------------------|-------|-------|-------|-----|------------------|
| | Name | Lower | Upper | Amt | |
| Bronze Hardware Maintenance Discount | 1-10 | 1 | 11 | 5% | Product Option |
| | 11-20 | 11 | 20 | 10% | |
| | 21+ | 21 | - | 20% | |
| Silver Hardware Maintenance Discount | 1-10 | 1 | 11 | 8% | Product |
| | 11-20 | 11 | 21 | 12% | |
| | 21+ | 21 | - | 15% | |
| Gold Hardware Maintenance Discount | 1-10 | 1 | 11 | 10% | Contracted Price |
| | 11-20 | 11 | 21 | 15% | |
| | 21+ | 21 | - | 25% | |

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- A. \$1, 125,00
- B. \$1, 350,00
- C. \$1, 320,00
- D. \$1, 275,00

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 38

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. The second Price Rule must be in a later Calculator Evaluation Event.
- D. Both Price Rules must be moved to the Before Calculate Evaluation Event.

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

NEW QUESTION: 39

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

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

NEW QUESTION: 40

Universal Containers has decided to mark up prices instead of discounting. Product A is valued at \$10 and Product B is valued at \$20. Product A is a 10% markup and Product B is a 20% markup. Which pricing method would the Admin set up, and what would the final price be for each product?

- A. Cost, Product A price would be \$12, Product B price would be \$24
- B. List, Product A price would be \$11, Product B Price would be \$22
- C. Cost, Product A price would be \$11, Product B price would be \$24
- D. List, Product A price would be \$11, Product B price would be \$24

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

NEW QUESTION: 41

In add-on and renewal scenarios, Universal Containers wants to disable the selection of one-time setup fees in bundles that have previously been sold to the client. The Admin will create a Product Selection Rule that will check if the number of previously sold setup fees is greater than 0. What should the error condition test against?

- A. Use a Tested Variable that counts the number of existing setup fee Subscriptions.
- B. Use Asset as Tested Object and Asset Name as Tested Field.
- C. Use a Tested Variable that counts the number of existing setup fee Assets.
- D. Use Subscription as Tested object and Subscription Name as Tested Field.

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

NEW QUESTION: 42

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis. Which Subscription field values should the admin set to meet this requirement?

- A. * Subscription Term: 12
* Subscription Type: Evergreen
* Subscription Pricing: Fixed Price
- B. * Subscription Term: 1
* Subscription Type: Evergreen
* Subscription Pricing: Percent of Total
- C. * Subscription Term: 12

- * Subscription Type: One-Time
- * Subscription Pricing: Fixed Price
- D. * Subscription Term: 1
- * Subscription Type: One-Time
- * Subscription Pricing: Percent of Total

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

NEW QUESTION: 43

Admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only.

The fields are not to correctly map between Quote Lines and Product Options.

Which setup ensure this condition is met?

- A. On the Configuration Attribute, Auto-Select is False.
- B. On the Configuration Attribute, Attribute, Apply to product Options is False.
- C. On the bundled parent, Apply to product option is False
- D. On the child options, Apply Immediately is False and Apply Immediately Context is Always.

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

NEW QUESTION: 44

"UC Admin wants to prevent a Quote Term from being edited by non-admin users.

What should the Admin do to meet this requirement?

- A. On the Quote Term record, check the Locked checkbox.
- B. On the User Profile, make the object Read-Only."
- C. On the Quote Term record, check the Read-Only checkbox.
- D. On the Quote Term object, make the Object Read-Only

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

NEW QUESTION: 45

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: ([SHOW ANSWER](#))

NEW QUESTION: 46

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

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

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NEW QUESTION: 47

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

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

NEW QUESTION: 48

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

- A.** Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.

- B.** Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.
- C.** Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.
- D.** Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 49

The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B it is automatically selected when the User selects Product A.

The Admin correctly configured it Product Rule to meet this requirement, however the rule does not fire when Product A is selected. What needs to be adjusted so that the Product Rule fires as expected?

- A.** Set Apply Immediately to True on Product Option record for Product A .
- B.** Set Apply Immediately to True on Product record for Product B.
- C.** Set Apply Immediately to True on Product record for Product A.
- D.** Set Apply Immediately to True on Product Option record for Product B .

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 50

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A.** Subscription Term unit: Month
Subscription Prorate Precision: Month + Daily
- B.** Subscription Term unit: Month
Subscription Prorate Precision: Day
- C.** Subscription Term unit: Month
Subscription Prorate Precision: Month
- D.** Subscription Term unit: Day
Subscription Prorate Precision: Day.

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

NEW QUESTION: 51

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 Position
- C.** Component Code

D. Custom Configuration Page

E. Configured Code Pattern

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

NEW QUESTION: 52

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

A. The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = False

The Contract's Renewal Quoted = True

B. The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = True

The Contract's Renewal Quoted = False

C. The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = True

The Contract's Renewal Quoted = True

D. The Product's Subscription Type = Renewable

The Contract's Renewal Forecast = False

The Contract's Renewal Quoted = False

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 53

Summary Variables can be used in Rule Conditions.

A. False

B. True

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

NEW QUESTION: 54

Universal Containers has a custom Quote Line picklist, "Process." The User will need to set this field for all non-subscription products added to the Quote Line Editor. How should the Admin customize the layout of the Quote Line Editor, so that the Process picklist appears?

A. Edit the "Quote Line Layout" page and drag the Process field into the "Line Editor" section.

B. Add the "Process" field to the "Line Columns" multi-select picklist on the Salesforce CPQ Installed Package settings.

C. Edit the "Line Editor" field set on the Quote Line object and drag in the "Process" field.

D. Update the EditLinesFieldSetName formula to return "Process" in the returned comma-separated stream.

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

NEW QUESTION: 55

While making changes in the Quote Line Editor, sales reps have mentioned that clicking the Calculate button after each set of changes is too slow. Management has asked the Admin to Streamline the Quote Line Editor so calculations occur automatically after each change is made. Which Managed Package setting should the Admin enable to meet this requirement?

- A. Enable Quick Calculate
- B. Use Legacy Calculator
- C. Use Inactive Prices
- D. Calculate Immediately

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

NEW QUESTION: 56

Universal Containers (UC) sells a subscription Product, Monitoring Service reps leave the quantity as 1 when it is sold outside of a bundle.

Which solution can UC apply?

- A. Set Default Quantity to 1 on the Product.
- B. Set Max Quantity to 1 on the Product Option.
- C. Set Type to Accessory on the Product Option.
- D. Set Quantity Editable to FALSE on the Product.

Answer: (SHOW ANSWER)

NEW QUESTION: 57

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 field Picklist123__c on the Quote Line object so the value is auto-mapped back to the Configuration Attribute when the user enters configuration.
- B. Create a Product Option formula field named AttributeMapping that returns a comma-separated string of field name and value pairs.
- 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: B ([LEAVE A REPLY](#))

NEW QUESTION: 58

"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 Filter Variable field V O -Summary Variable B goes in the Tested Variable field -Operator is set to Less than

C. -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

Answer: B,C (LEAVE A REPLY)

NEW QUESTION: 59

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

A. Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.

B. Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.

C. Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.

D. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 60

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 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.
- B.** 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.
- C.** 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.
- D.** 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.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 61

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 Summary Variable and Price Rule to populate the number field with 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 Workflow Rule with a Field Update to populate the average Approval Score.

Answer: A (LEAVE A REPLY)

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NEW QUESTION: 62

Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.

What are three ways the Admin can adjust the design of this bundle to reduce scrolling in configuration?

Choose 3 answers

- A. Change Option layout to Tabs on the bundle Product.
- B. Change Enable Large Configuration to True on the bundle Product.
- C. Set System to True on the Product Options to be excluded from the configurator.
- D. Group the Product Features of the bundle into tabs using the category field.
- E. Set Option Selection Method to Add on the Product Features.

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

NEW QUESTION: 63

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- B. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- D. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.

Answer: (SHOW ANSWER)

NEW QUESTION: 64

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. \$1,050.00
- B. \$1,700.00

C. \$1,575.00

D. \$1,725.00

Answer: B (LEAVE A REPLY)

NEW QUESTION: 65

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 = \$90, Regular Price = \$140

B. Special Price = \$100, Regular Price = \$140

C. Special Price = \$72, Regular Price = \$144

D. Special Price = \$100, Regular Price = \$144

Answer: B (LEAVE A REPLY)

NEW QUESTION: 66

Administrators can control the location of Configuration Attributes using row and column orders.

A. True

B. False

Answer: A (LEAVE A REPLY)

NEW QUESTION: 67

A Quote Template has Template Sections related to these types of Template Content:

Template Top

Line Items

HTML

Quote Terms

The Admin has associated these Template Content records to four Template Sections.

Which three statements are valid about these types of Template Content? Choose 3 answers

A. Template Top is the only Section that can show Billing/Shipping info.

B. Line Items can be coded into an HTML section.

C. Template Top and HTML are fully code-customizable

D. Line Items are either displayed as Standard or with Price Dimensions.

E. Quote Terms can be dynamic if Term Condition are defined.

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

NEW QUESTION: 68

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. Create a Price Rule which rounds the Prorate Multiplier to the nearest whole value.
- D. In the package settings, set Subscription Prorate Precision to Monthly.

Answer: D (LEAVE A REPLY)

NEW QUESTION: 69

Universal Containers has set up a lookup field, Distributor_c, on the Quote Line Group to identify different distributors fulfilling specific groups of products on a quote. Distributor accounts have a Discount_Level_c field on them populated with the base discount that products quoted through that distributor should receive.

Which set of actions should the Admin take to ensure that the distributor receives the appropriate base discount?

- A. Create a Price Rule that has a Price Condition where. Object equals Quote Line. Tested Field equals Distributor_c. Add a Price Action to the Price Rule where. Formula equals SBQQ_Group_r.Distributor_r.Discount_Level_c.
- B. Create a Price Rule that has a Price Condition where. Object equals Quote Line Group. Tested Field equals Distributor_c. Add a Price Action to the Price Rule Where. Formula equals SBQQ_Group_r.Distributor_r.Discount_Level_c.
- C. Create a formula field on quote Line, SBQQ_Group_r. Distributor_r.Discount_Level_c. Create a Price Rule that has a Price Condition where. Object equals Quote Line. Tested Field equals the newly created formula field. Add a Price Action to the price Rule Where. Source Field equals the newly created formula field.
- D. Create a Price Rule that has a Price Condition where. Object equals Quote Line Group. Tested Field equals Distributor_c. Add a Price Action to the Price Rule where. Source Field equals Discount_Level_c.

Answer: (SHOW ANSWER)

NEW QUESTION: 70

Universal Containers wants its premier service, Shipping Plus, to appear at the top of Product Selection when users add Products to the Quote.

How can the Admin Configure the Shipping Plus Product record to meet this requirement?

- A. Set the Product's Sort Order as the only null Sort Order of any Product.

- B. Set the Product's Product Code as the only null Product Code of any Product.
- C. Set the Product Code as the first alphabetically of any Product's Product Code.
- D. Set the Sort Order as the lowest numerical value of any Product's Sort Order.

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

NEW QUESTION: 71

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

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

NEW QUESTION: 72

An Admin has created a validation product rule that must display an error message upon clicking Save if a product option is selected while a configuration attribute is set to a specific value. When the user chooses the product option, then sets the configuration attribute to the specific value, the error message appears before Save is clicked. Which two should the Admin change the rule or configuration attributes so that the error message only appears upon clicking Save?

- A. Change the product rule field Evaluation Event to Save.
- B. Add a product rule Condition to check if Evaluation Action = Save.
- C. Change the product option field Apply Immediately to True.
- D. Change the configuration attribute field Apply Immediately to False.

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

NEW QUESTION: 73

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 Hidden checkbox on the Product Option.
- B. Set the Quote Line Visibility field to Always on the Product Option.
- C. Set the Quote Line Visibility field to Editor Only on the Product Option.
- D. Select the Bundled checkbox on the Product Option.

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

NEW QUESTION: 74

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 "Subscription Term" field into the Segmented Line Editor field set on the Quote Line object.
- B. Place the "Partial Segment" field into the Segmented Line Editor field set on the Quote Line object.
- C. Place the "Start Date" and "End Date" fields into the Segmented Line Editor field set on the Quote Line object.
- D. Place the "First Segment Term End Date" field into the Line Editor field set on the Quote object.

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

NEW QUESTION: 75

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the Line Editor Field Set on the Quote Line object. What does the admin need to do so the sales reps can search Campaign records in the Quote Line Editor without seeing a warning message?

- A. Add the name of the lookup field into the Line Editor Field Set on the Quote object.
- B. Create a twin field on the Campaign object using the same API name as the lookup field.
- C. Add the lookup field to the Quote Line page layout.
- D. Create and populate a Field Set on the Campaign object named CPQ_Lookup.

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

NEW QUESTION: 76

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions. 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. 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.
- D. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 77

The Admin at Universal Containers set up a Price Rule to override List Price with a discounted promotional price. The Price Action has a formula which is as follows: $SBQQ_ListPrice_c * (1 - Promotional_Discount_c)$. The Admin is finding that every Calculate is clicked, the price is adjusted. For example, if List Price is \$10.00 and promotional discount is 10%: $10.00 * (1 - 0.10) = 9.00$. The next time calculate is clicked, the following calculation takes place: $9 * (1 - 0.10) = 8.10$. If List Price must be overridden, how can this problem be fixed?

- A. Create a field to hold the Price Book price and populate on Quote creation with a Workflow Rule for use in the formula.
- B. The Salesforce CPQ package has an Original Price field which should be used instead of Last Price in the formula.
- C. The Salesforce CPQ package has an MSRP field which should be used instead of Last Price in the formula.
- D. Create a field to hold the Price Book price, and populate Before Calculate with ... Price Rule for use in the formula.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 78

Universal Containers wants to show a custom text field with the API name `Additional_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. `{!quote.Additional_Text_c}`
- B. `{!SBQQ_Quote_r.Additional_Text_c}`
- C. `{!quote_r.Additional_Text_c}`
- D. `{!SBQQ_Quote_cAdditional_Text_C}`

Answer: A (LEAVE A REPLY)

NEW QUESTION: 79

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

- A. False
- B. True

Answer: A (LEAVE A REPLY)

NEW QUESTION: 80

Composite Summary Variables are Summary Variables that are combined with an additional calculation?

- A. False
- B. True

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 81

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.

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

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

NEW QUESTION: 82

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

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

NEW QUESTION: 83

Universal Containers sells a subscription service priced as follows:

Which setup should the Admin implement for this pricing model?

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

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

NEW QUESTION: 84

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

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

NEW QUESTION: 85

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

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

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

NEW QUESTION: 86

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

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

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

NEW QUESTION: 87

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

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

NEW QUESTION: 88

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

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

NEW QUESTION: 89

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

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

NEW QUESTION: 90

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

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

NEW QUESTION: 91

Universal Containers plans to sell a configurable group of products but does not want to show the bundle's Parent Product to the Client. What should the Admin do to meet this requirement?

- A. Check the Hidden checkbox on the Product option Record.
- B. Check the Optional check box on the Bundle Product Record.
- C. Check the Hidden checkbox on the Bundle Product Record.
- D. Check the Exclude From Opportunity checkbox on the Bundle Product Record.

Answer: ([SHOW ANSWER](#))

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NEW QUESTION: 92

To validate inside the Line Editor page, it is best practice to build a standard Salesforce Validation.

- A. False, Steelbrick Product Rule should be used for validation
- B. False, Steelbrick Price Rule should be used for validation
- C. True, standard Salesforce validation should be setup on the Quote object.
- D. True, standard Salesforce validation should be setup on the Quote Line object.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 93

"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. {!quote__r.Additional_Text__c}
- B. {!quote.Additional_Text__c}
- C. {!SBQQ__Quote__c.Additional_Text__c}
- D. {!SBQQ__Quote__r.Additional_Text__c}"

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

NEW QUESTION: 94

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. Create a Workflow Rule that updates the Product Option field upon entering configuration.
- C. Create a Price Rule with Configurator scope that injects the Quote Line field value into the Product option field.
- D. The value is auto-mapped back to the Product option field when the user enters configurations.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 95

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

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

NEW QUESTION: 96

"An Admin has created a Quote Template record and has set the Group Field field to SBQQ__Optional__c.

When a

User attempts to preview the output document using this Quote Template, this error appears:

""Invalid conversation from runtime type Boolean to String."" Why is this error occurring?

- A. The user did not mark any products as ""optional.""
- B. SBQQ__Optional__c is not a text field."
- C. SBQQ__Optional__c is not a Quote Line field.
- D. The user did not create any groups on the quote.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 97

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

- A. Configurable
- B. Required
- C. None
- D. Disabled
- E. Allowed

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 98

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 |
| \$1,300 plus \$8 per unit above 500 |
| \$8,600 plus \$7 per unit above 1000 |

Which two pricing configurations meet these requirements?

Choose two answers

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 99

Universal Containers (UC) wants to display Quote Lines by Product Family within separate tables on the Quote Document. Furthermore, UC wants to group Quote Lines within the tables by Subscription or Non-Subscription based on a custom Product Type Quote Line field.

How can UC set up the configuration on the Quote Template to meet this requirement?

- A. Select Product Family as the Group Field value and define Product Type as the Sub Group Field value on the Quote Template record.
- B. Set up Solution Groups for each Product Family and define Product Type as the Group Field value on the Quote Template.
- C. Define Product Type as the Group Field value and define Product Family as the Sub Group Field value on the Quote Template record.
- D. Set up a custom field on Quote Line to concatenate the Product Family and Product Type field, and define the custom field as the Group Field value on the Quote Template record.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 100

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 quote process is active.
- B. "Sort Products in Memory" is enabled.

- C. A product rule is firing
- D. A hidden search filter was set

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 101

The Admin at Universal containers has created a formula field to calculate margin on the Quote Line object.

This field should be hidden from all Users that are not Admins or management. How can the Admin accomplish this?

- A. Set Visible to false for relevant Profiles on the field-level security for the margin field.
- B. Remove the margin field from the Quote Line Editor Field Set for relevant Profiles.
- C. Set Visible to false for relevant Roles on the field-level security for the margin field.
- D. Remove the margin field from the Quote Line Editor Field Set for relevant Roles.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 102

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

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

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

NEW QUESTION: 103

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page.

Which solution meets the business requirement without creating a separate Price Book?

- A. Create a Hidden Filter in Product Selection based on Profile.
- B. Create a Filter Product Rule.
- C. Create a bundle with a Configuration Attribute.
- D. Create multiple bundles with validation Product Rules.

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

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