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QUESTION 1

An Admin has set up a Quantity Editable Product. The user can add the product to the Quote and adjust the Quantity on the Quote Line. When the user navigates to the Opportunity and inspects to the Opportunity Product, the user only sees the Quantity on 1 on the Opportunity Product.

What are two reasons why the Opportunity Product record has a Quantity of 1? Choose 2 answers

A. The Product has an associated Slab Discount Schedule.

B. The Product\'s Default Quantity field value is equal to 1.

C. The Product\'s Pricing Method field value is equal to Block.

D. The Product is associated to a Product Option with the Type field value equal to Component.

Correct Answer: C

QUESTION 2

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

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

What should the Admin configure to meet the requirement?

A. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.

B. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.

C. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.

D. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.

Correct Answer: D

QUESTION 3

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

How can the Admin meet this requirement?

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

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

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

from Product Selection.

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

Correct Answer: D

QUESTION 4

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 three monthly price dimensions

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

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

Correct Answer: A

QUESTION 5

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B\\'s Quantity should be updated in real time. Apply Immediately has been set on Product Option A. Which settings should be used on the Price Rule to meet these requirements?

A. Evaluation Scope = Calculator Calculator Evaluation Event = Save

B. Evaluation Scope = Configurator Configurator Evaluation Event = Edit

C. Evaluation Scope = Calculator Calculator Evaluation Event = Edit

D. Evaluation Scope = Configurator Configurator Evaluation Event = Save

Correct Answer: C

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