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QUESTION 1

Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sales wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.

What is the most efficient method for the CPQ special to meet the business requirement?

- A. Create a formula field that leverages the IMAGE function.
- B. Create an integration between the CMS and Salesforce.
- C. Create a Rich-Text Area field and store the image value.
- D. Create a Hyperlink field that stores the URL of the image.

Correct Answer: C

QUESTION 2

Universal Containers 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, Universal Containers would like. Bundle products to show in the product Selection page. Products that are Product Options of the bundle to not show in the Product Selection page. How should the Admin set up the bundle?

- A. Select the Hidden checkbox for any Product that is a Product Option for the bundle.
- B. Select the Component checkbox on any Product that is a Product Option for the bundle.
- C. Select the bundled checkbox on each Product Option and mark the Product inactive.
- D. Select the Selected checkbox on each Product Option and mark the Product inactive.

Correct Answer: B

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

Correct Answer: A

QUESTION 4

Approver records are not required when using dynamic approvers.

- A. True
- B. False

Correct Answer: B

QUESTION 5

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

Correct Answer: A

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