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## QUESTION 1

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

- A. True
- B. False

Correct Answer: B

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## QUESTION 2

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

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

Correct Answer: C

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## QUESTION 3

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

- A. True
- B. False

Correct Answer: B

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## QUESTION 4

A sales rep at Universal Containers is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of \$600, a Quantity of 10, and a Subscription Term of 24 months. Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription in its place.

Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to 5?

- A. -\$250
- B. -\$2,500

C. -\$350

D. -\$3,500

Correct Answer: B

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**QUESTION 5**

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in? Choose 2 answers

A. The user must have access to the CPQ quote and all related objects.

B. The user that authorizes the calculation service is a non-human admin user.

C. The users role should be placed at the top of the Role Hierarchy.

D. The user that authorizes the calculation service has API Only enabled.

Correct Answer: BC

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**QUESTION 6**

In Universal Containers\\' original implementation, all Additional Discount fields were removed from the Quote Line Editor Interface in favor of a custom field. Today, Universal Containers wants to use the out-of-the-box Additional Discount field to apply on a Product-by-Product basis for all Products.

To which Field Set does the Admin need to add the Additional Discount field?

A. The Quote Line object\\'s Summary Fields Field Set.

B. The Quote object\\'s Line Editor Field Set.

C. The Quote Line object\\'s Line Editor Field Set.

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

Correct Answer: B

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**QUESTION 7**

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 Target Field maintains its original value and an error message appears in the Quote Line Editor.

B. The value from the record that was created most recently 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 value from the first record sorted alphabetically by Name is applied to the Target Field.

Correct Answer: A

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**QUESTION 8**

The Admin at Universal Containers has a requirement within a specific bundle to ensure that product B 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 record for Product A.
- B. Set Apply Immediately to True on Product record for Product B.
- C. Set Apply Immediately to True on Product Option record for Product B.
- D. Set Apply Immediately to True on Product Option record for Product A.

Correct Answer: D

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**QUESTION 9**

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

Correct Answer: BC

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**QUESTION 10**

Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor.

Which Salesforce CPQ functionality will satisfy this requirement?

- A. Custom page security plug-In script
- B. Product Rules of filter type
- C. Price Rules
- D. Custom Action with Search Filter

Correct Answer: D

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**QUESTION 11**

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

Correct Answer: CD

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**QUESTION 12**

The Admin has set up a yearly price dimension on Product Z. The User has added Product Z to a quote with a 30-month subscription term and sees that Year 3 is the partial segment, but the customer requires Year 3 to be a full year. What steps should the Admin take to enable the User to choose which year represents the partial segment?

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

Correct Answer: A

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**QUESTION 13**

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- A. Create a new field set on the Quote Line editor without Monthly Price.
- B. Fill the Conditional Print Field on the Column Lines object.
- C. Create a custom Formula indicating if the Payment Terms Are Net 30.

D. Create an additional Lines Section without the Monthly Price field.

Correct Answer: BD

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**QUESTION 14**

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

100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

1.

The original Subscription

2.

The first amended Subscription

3.

The second amended Subscription

A. 120, -20, 40

B. 100, -20, 40

C. 100, 80, 120

D. 80, 0, 40

Correct Answer: C

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**QUESTION 15**

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 = True The Contract's Renewal Quoted = True

B. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = False The Contract's Renewal Quoted = False

C. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = False The Contract's Renewal Quoted = True

D. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = True The Contract's Renewal Quoted = False

Correct Answer: C

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