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QUESTION 1

A sales rep at Universal Containers is adjusting pricing for a subscription Product on a new business Quote. The Subscription Term is 24 months. The Product\\'s Default Subscription Term is 12 months. The Quantity Is 10. The List Unit Price is $120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step in the standard price waterfall?

A. Regular Unit Price: S108.00 Customer Unit Price: S168.00 Net Unit Price: $156.00

B. Regular Unit Price: $216.00 Customer Unit Price: S168.00 Net Unit Price: $156.00

C. Regular Unit Price: $108.00 Customer Unit Price: S86.40 Net Unit Price: $82.08

D. Regular Unit Price: $216.00 Customer Unit Price: $172.80 Net Unit Price: $164.16

Correct Answer: D

QUESTION 2

Which two scenarios can be supported using Amendments? Choose 2 answers

A. Change quantities of existing Products; apply different discounts than original Quote

B. Change quantities of existing Products; maintain same discounts as original Quote

C. Add new Products; co-terminate to existing Contract

D. Add new products; use different End Date from existing Contract

Correct Answer: AC

QUESTION 3

"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. Wrap the image in a span tag and resize using CSS.

B. Add HTML height and width attributes in the img tag."

C. Resize in an image editor outside of Salesforce.

D. Use inline CSS height and width properties in the img tag.

Correct Answer: C

QUESTION 4

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 an Asset product.

The Admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quotes Lines for Product A, the item the customer purchased previously?

A. 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.

B. Create a Summary Variable summing the quantity of the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.

C. 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.

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.

Correct Answer: A

QUESTION 5

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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