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QUESTION 1

"UC sells a product which must be priced as 10% of the total of all other fixed-priced products present on a quote.

Which two represent a valid configuration to meet this requirement? Choose 2 answers

A. Pricing Method set to Percent of Total and Subscription Pricing blank

B. Pricing Method set to Custom and Subscription Pricing set to Custom"

C. Pricing Method set to Percent of Total and Subscription Pricing set to Custom

D. Pricing Method set to List and Subscription Pricing set to Percent of Total

Correct Answer: AD

QUESTION 2

An admin is working on a Primary Quote attached to an Opportunity. The Price Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synched to the Opportunity, and zero error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products? (Choose three.)

A. Only Products with a price greater than zero synch to the Opportunity.

B. Only Products with an Effective Quantity greater than zero synch to the Opportunity.

C. Exclude from Opportunity is checked on the Product record.

D. Validation Rules on the Opportunity Product silently fail.

E. Some Products are missing Price Book Entries.

Correct Answer: BCE

If the renewal Quote Line has an effective quantity not greater than 0 and Renewal field is true, the Quote Line is not expected to sync to the Opportunity. https://help.salesforce.com/s/articleView?id=000381216andtype=1

QUESTION 3

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. The Option Constraint was set up with type "Dependency."

C. Product B was set up as the Constraining Option.

D. The Option Constraint has not been activated.

Correct Answer: D

QUESTION 4

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

QUESTION 5

Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family. How should the admin meet the requirement in the most efficient manner?

A. Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.

B. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.

C. Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.

D. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.

Correct Answer: A

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