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QUESTION 1

Cloud Kicks (CK) has recently phased out Product Option X and is the longer actively selling it to new customers. New customers can sign up for the current Product Option Y Instead.

Management has decided that CK will also migrate existing contracts to this new product version at renewal.

Which steps should the admin take to achieve this?

A. Update the Renewal Product fleld an the Product and Product Options, and set the Renewal Forecast checkbox to TRUE an the Contract record.

B. On the Subscription record, change the Product Lookup to refer to the new version of the Product.

C. Leverage a Selection Product Rule to remove the old Product, and automatically add the new Product.

D. Use a Price Rule to swep the Product Lookup on Quota Line when a Renewal Quota Line is genarated.

Correct Answer: A

QUESTION 2

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 filed.

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 3

An admin has created their first two Search Filters, One filter is based on Product Code and Hidden = FALSE. The other filter is based on Product Family and Hidden + TRUE.

If the admin leaves Product Code, product Name, and product Family in the Search Filters field set, what appears in the filter pane?

A. Product Code appears twice; product Name and product Family appear once.

B. Only Product Code appears.

C. Product Code appears twice; product Name appears once

D. Only Product Name and Product Code appear.

Correct Answer: C

QUESTION 4

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

A. API name of the field in the Tested field.

B. Salesforce ID of the Error Condition record.

C. Value of the Index field.

D. Value of the Condition # field.

Correct Answer: C

QUESTION 5

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

A. Ensure the Quote\\'s Account lookup is populated.

B. Ensure the Opportunity\\'s Primary Quote lookup is populated.

C. Check the Quote\\'s Primary checkbox for a value of True.

D. Ensure the Quote\\'s Opportunity lookup is populated.

E. Check the Quote\\'s Primary checkbox for a value of False.

Correct Answer: ABE

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