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QUESTION 1

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 cr

A. -S2S0

B. -$2,500

C. -$350

D. -$3,500

Correct Answer: B

QUESTION 2

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price
$1,000 for the first 100 units
$1,000 plus $9 per unit above 100
$4,600 plus $8 per unit above 500
$8,600 plus $7 per unit above 1,000

Which approach will allow the Quote Line\\'s List Price to reflect these tiers?

A. Set the Product\\'s Pricing Method = List and Create Block Prices.

B. Set the Product\\'s Pricing Method =Block and Create Block Prices

C. Create a Discount Schedule with Type = Range and Discount Unit = Price.

D. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.

Correct Answer: D

QUESTION 3

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval. Which

Approval type best suits UC\\'s needs?

A. Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.

B. Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.

C. Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.

D. Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

Correct Answer: D

QUESTION 4

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

A. Core Salesforce Quote object

B. CPQ Quote Line object

C. Opportunity object

D. CPQ Quote object

Correct Answer: C

QUESTION 5

"UC Admin wants to prevent a Quote Term from being edited by non-admin users.

What should the Admin do to meet this requirement?

A. On the Quote Term record, check the Read-Only checkbox.

B. On the User Profile, make the object Read-Only."

C. On the Quote Term object, make the Object Read-Only

D. On the Quote Term record, check the Locked checkbox.

Correct Answer: D