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### QUESTION 1

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes. Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Configuration Attributes.
- B. Product Options.
- C. Product Features.
- D. Option constraints.

Correct Answer: A

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### QUESTION 2

Universal Containers has a high volume of contracts that are renewed each year. Recently, a number of orders have failed to generate a contract despite those orders being activated and containing subscription-based products. Where should the admin look to identify the source of the error?

- A. Debug Logs
- B. Apex Jobs
- C. Record Jobs
- D. Paused and Failed Flow Interviews

Correct Answer: A

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### QUESTION 3

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 4

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
21-50	\$5,000
50+	\$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Pricing Method to Fixed Price on the Product record.
- B. Set Non-Discountable to True on the Product record.
- C. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- D. Set Pricing Method to Block on the Product record.
- E. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

Correct Answer: BDE

#### QUESTION 5

Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.

What two Option configurations that must be utilized for Product B to meet the requirement?

- A. Set Bundle to FALSE.
- B. Set Required to FALSE.
- C. Set Selected to TRUE.
- D. Set Quantity Editable to TRUE.

Correct Answer: BC



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