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QUESTION 1

Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer? (Choose two.)

A. Populate the Generate Contracted Price field on a Quote record.

B. Generate a Contracted Price via the Contracted checkbox on the Quote record.

C. Add a Partner to the Partner field on the Quote record.

D. Create a Contracted Price record related to an Account record.

Correct Answer: BD

QUESTION 2

"When configuring a bundle, Universal Containers users must select Product B and Product C in order to add Maintenance Product A. How should the CPQ Admin set this up to meet the requirement?

A. Create an Option Constraint Group ""Maintenance"" to require that Product A can only be selected when Products B and C are selected.

B. Create two ""Dependency"" Option Constraints for Products B and C and have Product A as the constraining option for both Option Constraints."

C. Create a ""Dependency"" Option Constraint for Product B and an ""Exclusion"" Option Constraint for Product

D. Create two ""Exclusion"" Option Constraints for Products B and C and have Product A as the constrained option for both Option Constraints.

Correct Answer: A

QUESTION 3

Universal Containers wants to default information on the Quote Line from a Product field. How should this information be transferred?

A. Create a cross-object formula field that stores the Product Field\\'s value in the Quote Line field.

B. Create two fields with the same API name and type on the Product and Quote Line.

C. Create a Price Rule that stores the Product field\\'s value in the Quote Line field.

D. Create a Workflow Rule that stores the Product field\\'s value in the Quote Line filed.

Correct Answer: B

QUESTION 4

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30.

In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

A. Set the Conditional Print Field on the Line Column record.

B. Include Monthly Price in the Quote Line Editor Field set.

C. Create a custom formula Indicating if the Payment Terms are Net 30.

D. Create an additional Line Items section without the Monthly Price field.

Correct Answer: BC

QUESTION 5

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

A. Product

B. Contract

C. Expiration Date

D. Discount

E. Effective Date

Correct Answer: ACD

QUESTION 6

How do you ensure that the value a user inputs into a Configuration Attribute is preserved so that the user does not need to re-enter it when reconfiguring the bundle at a later time?

A. Add the Configuration Attribute to the ReferencedFields field set

B. Check the "Store Configuration Attribute Values" checkbox in the Steelbrick package settings

C. Check the "Store Value" checkbox on the Configuration Attribute record

D. Create a field on the Quote Line object that has the same data type and API name as the field you created on the Product Option object

Correct Answer: D

QUESTION 7

An admin wants users to make changes in the configurator without Product Rules evaluating on every update. Users should be able to manually fire the rules. The admin has created Product Rules with an Evaluation Event of Edit or Always. Which final step should an admin take to meet this requirement?

A. Enable Large Configurations set to TRUE in package settings.

B. Ensure the Apply Rules Custom Action is active.

C. Set Configuration Event on the bundle parent Product record to Always.

D. Create all Product Options with Apply Immediately Context set to NULL.

Correct Answer: C

QUESTION 8

Universal Containers (UC) sells Its Support SKU both as a stand-alone Product and a Product Option within a bundle. When sold as a stand-alone Product, the expected List Unit Price Is si,000. When sold as part of a bundle, UC wants to

reduce the List Unit Price to S800.

What should the admin do to meet the requirement?

A. Enter 20 into the SBQQ__Discount__c field on the Product Option to reduce the price from $1,000 to $800.

B. Enter 800 Into the SBQQ__UnitPrice__c field on the Product Option to define a bundle- specific price for Support.

C. Create a Product Rule to Insert 800 into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ RequIredBv__c field is blank.

D. Create a workflow rule to insert 800into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ__RequiredBy__c field is blank.

Correct Answer: A

QUESTION 9

An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with".

If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

A. Sales reps can replace the text, but are unable to leave the required field blank.

B. Sales reps can change the operator from "starts with" to "contains".

C. Sales reps can see the filter, but are unable to alter the filter text.

D. Sales reps can delete the text to ignore the filter.

Correct Answer: D

QUESTION 10

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold. How should the Admin meet the business requirements?

A. Set Asset Conversion for each downloadable Product to null.

B. Set Asset Conversion for each downloadable Product to a custom value.

C. Set Asset Conversion for each downloadable Product to One per unit.

D. Set Asset Conversion for each downloadable Product to One per Quote Line.

Correct Answer: C

QUESTION 11

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the Admin set up these requirements for the users?

A. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.

B. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for support.

C. Set Max Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.

D. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for support.

Correct Answer: B

QUESTION 12

While performing an amendment, a sales rep is unable to edit the Additional Discount for an existing subscription Quote Line. What is the cause of this behavior?

A. The org is using legacy amendment and renewal service.

B. A Product Rule is preventing the Additional Discount from being edited.

C. Additional Discount is a locked field on amendment Quotes.

D. The Non Discountable field is marked True on the Product record for the Quote Line.

Correct Answer: C

QUESTION 13

Which of the following is not a part of a Product Bundle?

A. Options

B. Products

C. Feature Constraints

D. Features

Correct Answer: C

QUESTION 14

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

Subscription Pricing	Product A Fixed Price	Product B Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is $200. The Net Total of Product A is $2,400. What is the expected Net Total for Product B?

A. $480, 00

B. $24, 00

C. $120, 00

Correct Answer: B

QUESTION 15

Universal Containers conducts business via channel sales and offers a Partner program, in which Partners receive a different level of discount based on their partnership level and the product family. The CPQ Architect has determined that the Partner discount will be automatically assigned with price rules, based on a lookup table. The CPQ Architect has created the following lookup table with an object named "Partner Program". How many price rules should the Admin create in order to process the four different discounts offered to Partners?

A. Four

B. Two

C. Three

D. One

Correct Answer: D