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QUESTION 1

Given a customer\\'s tiered pricing model, an Admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the Admin configure the Discount Schedule to meet this requirement?

A. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

B. Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.

C. Set the Discount Unit to Amount, create a custom Override_Amount_c field on the Edit Tiers page, select the Users Defined checkbox, and then choose All from the Override Behavior picklist.

D. Set the Discount Unit to Percent, set the Aggregation Scope to Quote, Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

Correct Answer: C

QUESTION 2

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

A. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.

B. Renewal Quote Line values are automatically mapped from original Quote Lines.

C. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

D. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.

Correct Answer: B

QUESTION 3

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 4

The Admin at Universal Containers created the following range Discount Schedule: The Users are confused by the results when the quantity falls on a number that is the threshold for an Upper/Lower Bound. For example, when 20 is selected, the discount percent is 30%. The users are expecting a discount percent of 20%. Which explanation best explains this phenomenon?

A. Lower bound is inclusive, upper bound is exclusive

B. The Discount Schedule should be type Slab instead of Type Range

C. The Discount Schedule should is a Term schedule, but should be Quantity

D. The Discount Schedule should have Inclusive set to True.

Correct Answer: AC

QUESTION 5

Which three CPQ pricing functionalities contribute to Regular Price during the price calculation sequence? Choose 3 answers

A. Additional Discount Fields

B. Prorate Multiplier

C. Contracted Price

D. Target Customer Amount

E. Discount Schedules

Correct Answer: AE

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