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QUESTION 1

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

A. One or more Price Condition records have a lookup to a Summary Variable.

B. One or more Price Condition records use a formula that references a non-CPQ object field.

C. The Price Rule uses a combination of AND and OR logic when evaluating three or more Price Conditions.

D. The Price Rule uses a custom lookup object to store key-value pairs for Price Conditions.

Correct Answer: C

https://milomassimo.com/Salesforce-CPQ-Product-Rules-vs-Price-Rules.html#:~:text=Custom%20Value%C2%A0for%20the%20Condition%20Met%20field%20on%20a%20Rule%20which%20uses%20a%20combination%20of%20AND%20and%20OR%20logic%20for%20the%20evaluation%20of%20three%20or%20more%20conditions

QUESTION 2

An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.

Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

A. The Quote Line is on an amendment Quote and has a different Quantity form its original Quote Line.

B. There is a Price Rule that changes the Quote line\\'s Quantity on the After Calculate event.

C. The Quote Line\\'s Product has Pricing Method set to Block.

D. The Quote Line\\'s Product has Asset Conversion set to One Per Unit.

Correct Answer: AD

QUESTION 3

How should the Admin ensure Universal Containers\\' users can generate output documents in Microsoft Word format?

A. Create duplicate Template Sections in Microsoft Word format.

B. Set the Allow output Format Change checkbox on the Quote Template.

C. Set the Allow output Format Change checkbox on each user in user Settings.

D. Create a second Quote Template in Microsoft Word format.

Correct Answer: C

QUESTION 4

Universal Containers (UC) sells two fixed-priced subscriptions (Products A and B) and one Percent Of Total subscription Product (Product C), which is calculated as a percentage of the List total of Products A and D. Both Products A and B are marked as \\'Include in Percent Of Total". UC also wants to enable ramping of quantities and pricing for all three Products on a yearly basis.

Which solution should the admin use to meet the requirement?

A. Use Quote Line Groups for each annual term and set the Percent Of Total Scope on Product C to Group.

B. Add Products A, B, and C to the Quote for the desired Quote Subscription Term.

C. Set the Percent Of Target to Product C for Product A and B

D. Implement a Quote Calculator Plugin (QCP) to aggregate Product A and B by segment.

Correct Answer: C

QUESTION 5

Which of the following is not part of the structure of a Pricing Rule?

A. Price Action

B. Price Rule Detail

C. Price Display

D. Price Condition

Correct Answer: C

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