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QUESTION 1

Universal Containers sells a monthly subscription service that is offered to their clients with a ramp option. This subscription is priced with a setup fee, an installation fee, and a recurring fee. Which set of actions would meet these requirements?

- A. Create three products to represent the setup fee, the installation fee and the monthly fee each with a monthly price dimension, and combine them into a bundle.
- B. Create a single product with three monthly price dimensions
- C. Create a single product with two one-time price dimensions and one monthly price dimension.
- D. Create a single product with two monthly price dimensions and one one-time price dimension.

Correct Answer: A

QUESTION 2

Upon renewal of a Contract, a user has reported that bundles are being created without preserving the structure This leads to validation errors and unwanted price changes. The admin has identified that Preserve Bundle Structure is set to FALSE on a system generated Contract record.

What should the admin do to prevent this Issue from happening In the future?

- A. Set Preserve Bundle Structure to TRUE on existing Account Records, and update the Re-evaluate Bundle Logic on Renewals setting in the Installed Package Settings to TRUE.
- B. Set Preserve Bundle Structure to TRUE on existing Contract and Account Records, and update the Preserve Bundle Structure setting in the Installed Package Settings to TRUE,
- C. Set Preserve Bundle Structure to TRUE on existing Account Records, and change the default field value on the Contract object to TRUE.
- D. Set Preserve Bundle Structure to TRUE on existing Contract Records, and set field level security for Preserve Bundle Structure on the Contract object to only be editable by System Admins.

Correct Answer: A

QUESTION 3

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of

100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:



1.

The original Subscription

2.

The first amended Subscription

3.

The second amended Subscription

A. 120, -20, 40

B. 100, -20, 40

C. 100, 80, 120

D. 80, 0, 40

Correct Answer: C

QUESTION 4

A User at Universal Containers has created a Quote with two Products. Product A has a value of Fixed Price for Subscription Pricing. Products A and B have Asset Conversion populated. Both Products have a Quantity of two. Which two are potential outcomes when the Opportunity associated with the Quote is contracted?

A. Two Subscription records and two Assets records will be created.

B. One Subscription record and two Asset records will be created.

C. One Subscription record and an Asset record will be created.

D. Two Subscription records and an Asset record will be created.

Correct Answer: BC

QUESTION 5

Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.

How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

A. Set Next Automated Approver Determined By to Manager on the Approval Process.

B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.

C. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.



D. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.

Correct Answer: A

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