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QUESTION 1

To assign a specific Discount Schedule to an Account (that is active for a specified Start and End Date) you would create a:

A. Price Rule

B. Summary Variable

C. Contracted Price

D. Separate Sub-account

Correct Answer: C

QUESTION 2

Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

A. The Summary Fields field set

B. The Totals Field package setting

C. The Segmented Summary Fields field set

D. The Line Subtotals Total field package setting

Correct Answer: A

QUESTION 3

An Admin has pasted the Salesforce ID of an image into the Watermark ID field of a Quote Template, but the watermark image is absent from the rendered Document. What is preventing the watermark from appearing?

A. The Quote\\'s Status field is equal to Approved.

B. The Watermark Shown Quote field is unchecked.

C. The Opportunity\\\'s Stage field is equal to Closed/Won.

D. The image file type is PNG.

Correct Answer: B

QUESTION 4

Universal Containers (UC) sells a subscription Product, Monitoring Service. Although it is often sold in a bundle, UC wants to ensure that sales reps leave the quantity as 1 when it is sold outside of a bundle.

Which solution can UC apply?

A. Set Type to Accessory on the Product Option.

B. Set Quantity Editable to FALSE on the Product.

C. Set Default Quantity to 1 on the Product.

D. Set Max Quantity to 1 on the Product Option.

Correct Answer: D

Reference: https://trailhead.salesforce.com/pt-BR/content/learn/modules/cpq-product-configuration/use-product-options

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QUESTION 5

A User forgot to store an Additional Discount at the Quote level while they were in the Line Editor. Rather than going back in, they have changed the field on the Quote\'s detail page. After doing so, however, no prices were updated to reflect the new discount. Which reason could explain this unexpected behavior?

A. The Additional Discount is only applied to the Amount fields on the Quote.

B. Fields updated outside of the Line Editor do not affect Pricing.

C. The Additional Discount field is not in the Calculating Fields field set.

D. A Price Rule is needed to inject this value into the Quote Lines.

Correct Answer: D

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