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QUESTION 1

A contract begins April 1st and ends December 31st. The contract has been amended twice so far. The first amendment has an Amendment Start Date of June 1st. The second amendment has an Amendment Start Date of August 1st.

If the current date is October 1st, what is the earliest possible Amendment Start Date for a third amendment?

A. January 1st

B. April 1st

C. October 1st

D. August 1st

Correct Answer: C

QUESTION 2

Universal Containers uses over 45,000 different container Product records with CPQ. When a sales rep views the Add Product page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ Specialist enable this functionality from the salesforce CPQ managed package configuration settings?

A. Check the Solution Groups Enabled Checkbox, set Object to Quote Line and set Name Field to Product Family.

B. Select Product Family in the Product Results Group Field Name field in Additional Settings

C. Add the Product Family field to the Search Results Field Set on the Product Object.

D. Select Product Family in the Product Search Plugin field in Plugins.

Correct Answer: B

QUESTION 3

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates.

How can a CPQ Specialist meet this business requirement?

A. Separate Quotes must be created for each unique Start Date.

B. Set both the Order by Quote Line Group and Ordered checkboxes to True.

C. Change Default Order Start Date in CPQ Package settings to Quote Start Date.

D. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.

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

An Admin wants to add a second level of categorization: groupings of Product Features in the Configurator to be displayed as tabs.

Which step should the Admin take to meet this requirement?

A. Set and choose a Category on the Feature.

B. Set Option Layout to Tabs on the Feature.

C. Set Option Layout to Tabs on the Product.

D. Set and choose a Group on the Feature.

Correct Answer: C

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