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QUESTION 1

Universal Containers would like to show the Monthly price column on the Quote Document if the quote has payment terms of Net 30. Which two configurations are needed to satisfy this requirement?

- A. Create a new field set on the Quote Line editor without Monthly Price.
- B. Fill the Conditional Print Field on the Column Lines object.
- C. Create a custom Formula indicating if the Payment Terms Are Net 30.
- D. Create an additional Lines Section without the Monthly Price field.

Correct Answer: BD

QUESTION 2

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

- A. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = True The Contract's Renewal Quoted = True
- B. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = False The Contract's Renewal Quoted = False
- C. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = False The Contract's Renewal Quoted = True
- D. The Product's Subscription Type = Renewable The Contract's Renewal Forecast = True The Contract's Renewal Quoted = False

Correct Answer: C

QUESTION 3

Universal Containers has a bundle that has a large number of Product Options. They do not want all of the options available to be visible on the configuration by default. They want the User to click a button within each Feature to see which Product Options are available to be selected, and then have the User select Product Options from that page. How should the Admin set up the bundle for the display to work this way?

- A. Select the Required checkbox on each Product Option in the Bundle.
- B. Select the Hidden checkbox on the Bundled Product record.



- C. Select Add as the Option Selection Method on the Bundle product.
- D. Select Click as the Option Selection Method on the Bundle product.

Correct Answer: C

QUESTION 4

Universal Containers requires Quotes above a certain quantity threshold to be approved by the regional logistics manager. A custom object defines all regions and managers. Each Quote is automatically related to its region and its manager. How should the admin leverage Advanced Approvals to meet the requirement?

- A. Create an Approval Rule and use the Approver Field picklist to dynamically assign the Approval to the Regional Manager.
- B. Create an Approval Chain and use the Approver Field to dynamically assign the Approval to the Regional Manager.
- C. Create an Approval Rule for each Region and select the Regional Manager in the Approver lookup field.
- D. Create an Approval Chain with an Approval Rule for each Regional Manager lookup field.

Correct Answer: A

QUESTION 5

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month. UC wants to quote a Fixed Price Subscription Product with a start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD. What is the Prorated List Unit Price for the Quote Line?

- A. USD 116.67
- B. USD 118.31
- C. USD 125.00
- D. USD 100.00

Correct Answer: A