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QUESTION 1

The Universal Containers sales operations team wants to ensure that without reopening the Quote LineEditor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement? Choose 2 answers

- A. Change the value of a field in the Calculating Fields Field Set.
- B. Q Create a new Lightning button to trigger recalculation.
- C. Add the Calculate button to the quote layout.
- D. Create a Flow to trigger recalculation upon record save.

Correct Answer: AC

QUESTION 2

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature.

How should the Admin set up these requirements for the users?

- A. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- B. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for support.
- C. Set Max Options for Maintenance to one. Set Min Options to zero and Max Options to two for support.
- D. Set Min Options and Max Options to zero for Maintenance. Set Min Options to zero and Max Options to two for support.

Correct Answer: B

QUESTION 3

Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100. Which two steps should the Admin take to meet this requirement? Choose 2 answers

- A. Create a Price Book Entry of \$100 for the product
- B. Set the Price Book Entry custom field Percent_of_Total_Target_c to \$100.
- C. Set the product's Percent of Total Constraint field to List price is minimum.



D. Create a Price Book Entry of \$0 for the product.

Correct Answer: AC

QUESTION 4

Universal Containers restricts users from selling more than 10 different products within a specific Product Feature at once.

What should the admin set up to satisfy this requirement?

- A. A Summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- B. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- C. An Error Condition in a Product Rule should be set up to validate that all Product Option's Quantity field is less than or equal to 10.
- D. A value of 10 should be added to the Max Options field on the Feature record.

Correct Answer: D

<https://milomassimo.com/Salesforce-CPQ-Product-Features.html>

QUESTION 5

In what way does Smart Approvals expedite the approval process?

- A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- B. Quotes within defined thresholds will be automatically approved.
- C. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- D. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

Correct Answer: D

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