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### QUESTION 1

Cloud Kicks creates detailed quotes for its customers which show the list of all items to be sent to each shipping location. A number of customers have requested a summary overview to be appended that shows the total quantity of each product added to the Quote, regardless of shipping location.

What should the admin do to meet the requirement?

- A. Construct a series of roll-up summary fields on the Quote that store the sum of the quantities for each product and subsequently render these fields on the output document.
- B. Set the Roll-Up Field to the Product Name in the Quote Template Section and select Roll Up in the Quantity Line Item Column.
- C. Change the Group Field to Product Name on the Template Section and set the Summary Function to SUM on the Quantity Line Item Column.
- D. Construct a Summary Variable that calculates the total quantity for each product and render this on the output document in a new section.

Correct Answer: B

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### QUESTION 2

Universal Containers sells products that require serial numbers assigned to each product that is sold. These products do not expire and the serial number is assigned to each record after the contract is created. Which Product field value should the Admin set up to handle this use case?

- A. Asset Conversion: One Per Line
- B. Asset Conversion: One Per Unit
- C. Subscription Type: One-Time
- D. Subscription Price: List Price

Correct Answer: B

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### QUESTION 3

The sales team at Universal Containers wants more control over the ProductInformation that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction.

How should an admin meet the requirement?

- A. Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.



B. Create a custom field called HideAdditionalDiscount\_\_c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount\_\_c checked.

C. Create a custom checkbox, Show\_Discount\_\_c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.

D. Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount\_\_c and display it in the Quote Line Editor.

Correct Answer: C

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#### QUESTION 4

Northern Trail Outfitters (NTO) uses CPQ to streamline its quoting process. NTO has implemented a customer reward system that offers specialty products to highly valued customers. The previous admin created a checkbox field called

is\_Deluxe\_\_c and added the field into the Search Filter field set.

Sales reps are complaining that they can see every product except Deluxe when filtering. Instead, sales reps want to see all products, regardless of whether they are Deluxe, while keeping the ability to filter based on the is\_Deluxe\_\_c field.

Which two changes should the consultant implement to meet the requirement?

Choose 2 answers

A. Ensure products have a value for the is Deluxe c field and the default is set to "-None-".

B. Create a filter Product Rule that uses the is Deluxe c field.

C. Change the is Deluxe\_\_c field to a picklist with the values "True\\\" and "False".

D. Remove the is Deluxe\_\_c field from the Product\\'s Search Filter field set.

Correct Answer: AB

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#### QUESTION 5

Users should be able to quote ramp deals with non-consecutive time period. Which setting should the Admin turn on for this requirement?

A. Select the Allow Non-Consecutive Custom Segments checkbox on the Price Dimension object.

B. Select the Allow Non-Consecutive Custom Segments checkbox on the Product object.

C. Select the Allow Non-Consecutive Custom Segments checkbox on the salesforce CPQ package settings.

D. None of the above: all custom segments must be consecutive.

Correct Answer: C

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