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### QUESTION 1

"UC has a series of required PDF documents that need to be attached to their output document when generated. These PDF files are already stored in Documents. What should the Admin do on the Quote Template to meet this requirement?"

- A. Reference each PDF Document in Custom Template Content records."
- B. Select the correct Documents Folder from the Documents field on the Quote Template
- C. Create a new Additional Document on the Quote Template for each PDF document
- D. Create a new Template Section for each PDF document.

Correct Answer: C

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### QUESTION 2

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

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### QUESTION 3

Universal Containers wants to give management the ability to override the price of specific products that always contain Discount Schedules. The Admin has determined that setting the product field Price Editable to True will not work, as the discount schedule will still be applied. The Admin decides to create a custom field for custom price entry and Price Rule to inject this value into managed pricing fields. What Salesforce pricing fields should the Price Rule Set?

- A. Special Price and Special Price Type
- B. Custom Price and Custom Price Type
- C. Regular Price and Regular Price Type
- D. List price and List Price Type

Correct Answer: A

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#### QUESTION 4

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

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#### QUESTION 5

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 6

Universal Containers has a new product that they wish to include in one of their bundles. When a User is configuring the bundle, however, the product does not show up. No Product Rules have been configured in this Org. What is a plausible explanation for why this Product is not present?

- A. No Price Book Entry is in this Quote's currency.
- B. The Product's "Hidden" field is set to True.
- C. The Price Book Entry for this Product is zero
- D. The "Quote Line Visibility" field is set to "Never."

Correct Answer: D

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#### QUESTION 7

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold. How should the Admin meet the business requirements?

- A. Set Asset Conversion for each downloadable Product to null.
- B. Set Asset Conversion for each downloadable Product to a custom value.
- C. Set Asset Conversion for each downloadable Product to One per unit.
- D. Set Asset Conversion for each downloadable Product to One per Quote Line.

Correct Answer: C

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#### QUESTION 8

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.
- B. Create a bundle with Container B and options X, Y, and Z as product options for Container A.
- C. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- D. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."

Correct Answer: D

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#### QUESTION 9

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

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#### QUESTION 10

Universal Containers requires its customers to commit to a new 12-month Contract Term whenever requests to modify the existing Contract are made.

Which two steps should the Admin take to generate accurate Order records? Choose 2 answers

A. Use the Evergreen Contract feature to permit existing Contracts to be extended beyond the original term.

B. Renew the existing Contract, amend the Quote Start Date to today, and modify the Quote Lines to reflect a new 12-month term. Process the Renewal using the normal Quote > Order > Contract flow.

C. Amend the existing Contract, updating all Quote Line Quantities to zero, effectively cancelling the Contract. Process the Amendment using the normal Quote > Order > Contract flow.

D. Amend the existing Contract and extend the End Date to 12 month from today. Process the Amendment using the normal Quote > Order > Contract flow.

Correct Answer: AC

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#### QUESTION 11

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

A. Ensure the Quote's Account lookup is populated.

B. Ensure the Opportunity's Primary Quote lookup is populated.

C. Check the Quote's Primary checkbox for a value of True.

D. Ensure the Quote's Opportunity lookup is populated.

E. Check the Quote's Primary checkbox for a value of False.

Correct Answer: ABE

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#### QUESTION 12

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if theQuote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. The Hide Group Subtotals Field on the Quote Template
- B. The Hide Totals Field on the Quote Template
- C. The Conditional Print Field for each price Line Column
- D. The Conditional Print Field of a Template Section for only price Line Columns

Correct Answer: C

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### QUESTION 13

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 14

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- B. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.

C. Create a Twin Field of the Square Footage field on the Quote Line object.

D. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.

Correct Answer: D

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#### QUESTION 15

Which two scenarios can be supported using Amendments? Choose 2 answers

A. Change quantities of existing Products; apply different discounts than original Quote

B. Change quantities of existing Products; maintain same discounts as original Quote

C. Add new Products; co-terminate to existing Contract

D. Add new products; use different End Date from existing Contract

Correct Answer: AC

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