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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q158-Q163):

NEW QUESTION # 158

Universal Containers has a product that can either be sold In increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually?

Choose 2 answers

- A. Expose the Subscription Type field in the Quote Like Editor, allowing sales reps to choose between Renewable and Evergreen.
- B. Set the product up to use the Renewable value in the Subscription Type field.
- C. Expose the Default Subscription Term field in the Quote Line Editor, allowing the sales reps to choose between selling monthly or annually.
- D. Set the product up to use the Renewable/Evergreen value in the Subscription Type field.

Answer: C,D

NEW QUESTION # 159

What does a user need to do before co-terminating a new quote with an existing contract?

- A. Select "Single Contract" for Contracting Method on the original Quote, and Contract Co-Termination "Always" on the Account
- B. Set the Contract's Master Contract field to TRUE and ensure the new Quote has Contracted Method * "Single Contract".
- C. Set Preserve Bundle Structure to TRUE in the managed package settings and on the Account from which the user creates the Quote.
- D. Ensure the Account has active Contracts and uses Contract Co-Termination = "Prompt" and Co-Termination Event = "Add-On".

Answer: A

NEW QUESTION # 160

Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line. Which property must be present on the additional Quote line to create a Subscribed Asset at the time of Contract generation?

- A. Subscription Pricing equals Percent of Total.
- B. Package equals True.
- C. Pricing Method equals Percent of Total.
- D. Bundled equals True.

Answer: C

NEW QUESTION # 161

An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:

Option 1:
Optional SKU = Small Storage Container
Unit Price = \$2.00
Quantity = 10
Selected = True
Bundled = False

Option 2:
Optional SKU = Medium Storage Container
Unit Price = \$4.00
Quantity = 10
Selected = False
Bundled = False

Option 3:
Optional SKU = Custom Box Label
Unit Price = \$0.05
Quantity = 100
Selected = False
Bundled = True

Option 4:
Optional SKU = Shipping
Unit Price = \$7.50
Quantity = 1
Selected = True
Bundled = True

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

- A. \$5.00
- B. \$37.50
- C. \$17.50
- D. \$25.00

Answer: D

NEW QUESTION # 162

Universal Containers has products that will only be utilized as Product options inside five different bundle products. When a User adds products to the Quote Line Editor, Universal Containers would like Bundle products to show in the product Selection page. Products that are Product Options of the bundle to not show in the Product Selection page. How should the Admin set up the bundle?

- A. Select the Selected checkbox on each Product Option and mark the Product inactive.
- B. Select the bundled checkbox on each Product Option and mark the Product inactive.
- C. Select the Hidden checkbox for any Product that is a Product Option for the bundle.
- D. Select the Component checkbox on any Product that is a Product Option for the bundle.

Answer: D

NEW QUESTION # 163

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