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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q199-Q204):

NEW QUESTION # 199
A user has added multiply bundles to the Quoto. Each bundle consists of Product Options of the Product Families:
* Hardware
* Licenses
* Maintenance
On the output document, different line columns need to be rendered that contain the Products of each Family.
Moreover, the Product Options of each Family need to be rendered saparataly for each bundle.
Which two stops should tha ad mm taka to maat tha raquiramant?
Choosa 2 answars

- A. Construct a formula fold on tha Quota Line object that raturns tha bundla's Name and Numbar, and use this field in the Group field on the Line item Section
- B. Populata tha Sort Ordar field on each Product record to proparly sort the Quota Lines within each section.
- C. Create a different Line item section for each Product Family and leverage the Conditional Print field to show the corract products.
- D. Create a different Line Item section for each Product Family, and leveraga the Filter field to show tha correct products.

Answer: A,D

NEW QUESTION # 200
An Admin at Universal Containers has observed that the value in the Quantity field on an Opportunity Product is different from the value in the Quantity field in its associated Quote Line.
Which two scenarios describe when Quote Line Quantity and Opportunity Product Quantity will be different? Choose 2 answers

- A. There is a Price Rule that changes the Quote line's Quantity on the After Calculate event.
- B. The Quote Line's Product has Asset Conversion set to One Per Unit.
- C. The Quote Line's Product has Pricing Method set to Block.
- D. The Quote Line is on an amendment Quote and has a different Quantity form its original Quote Line.

Answer: A,D

NEW QUESTION # 201
Universal Containers has five Products.

Product Name	Pricing Method	Subscription Pricing	Percent of Total (%)	List Price
Admin Hour	List	Fixed Price		$50
Cloud Storage 1 GB	List	Fixed Price		$100
CPU 2.2 GHz	List			$250
CPU 1.1 GHz	List			$100
Warranty	Percent of Total		10	$25

The Percent of Total Category field for the Warranty Product Is null.
What would the Warranty's List Unit Price be If all Products are added to a Quote with a Quantity of 1?

- A. $15.00
- B. $50 00
- C. $35.00
- D. $25.00

Answer: B

NEW QUESTION # 202

Universal Containers wants to calculate the net amount of all hardware products on a quote. For this purpose, the Admin creates a price rule injecting the result of a summary variable into a quote field. Which picklist value(s) from the Calculator Evaluation Event field should be selected for this price rule?

- A. After Calculate
- B. Before Calculate and On Calculate
- C. On Calculate and After Calculate
- D. On Calculate

Answer: A

NEW QUESTION # 203

A user renewing a Contract that was uploadad during a data migration. Thare is no Opportunity or Quote associated to the Contract. Aftar renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect. What should the admin do to resolve this issua?

- A. Popuiata the Ranewal Pricebook ID field on the Contract.
- B. Populate the Opportunity or Quota Price Book Id field on tha Contract.
- C. Build Automation to automatically populate the correct Price Book on tha Renewal Quote.
- D. Associate an Order with the correct Price Book to the Contract before ranewing.

Answer: D

NEW QUESTION # 204

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