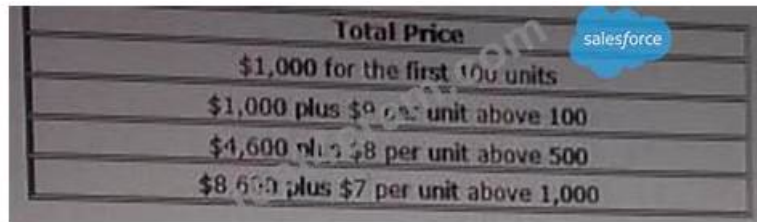


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## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q157-Q162):

### NEW QUESTION # 157

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Which settings should be used on the Price Rule and product option to meet these requirements?

- A. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option A is set to Apply Immediately
- B. Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- **C. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option B is set to Apply Immediately**
- D. Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option A is set to Apply Immediately

**Answer: C**

### NEW QUESTION # 158

Universal Containers (UC) has set the CPQ package settings of both Subscription Term Unit and Subscription Prorate Precision to Month, UC wants to quote a Fixed Price Subscription Product with a Start Date of June 18, 2019 and an End Date of August 21, 2020.

The Product record has a Subscription Term of 12, a Pricing Method of List, and a Pricebook Entry of USD 100.

What is the Prorated List Unit for the Quote Line?

- **A. USD 116.67**

- B. USD 125.00
- C. USD 100.00
- D. USD 118.31

**Answer: A**

#### NEW QUESTION # 159

Universal Containers (UC) wants to set up four separate Template Sections. UC also wants each of these sections to render on its own page, no matter if the text field fills an entire page or not. Which two will determine how the page breaks?

- A. Under the Keep with Previous picklist, select the Always option on each of the Template Sections.
- B. Under the Keep Separate picklist, select the Always option on each of the Template Sections.
- C. Under the Page Break picklist, select the After option on each of the first three Template Sections.
- D. Under the Page Break picklist, select the Before option on each of the last three Template Sections.

**Answer: C,D**

#### NEW QUESTION # 160

An Admin has noticed that the proration for their subscription products is not coming out to what they would expect. With a Start Date of January 1, 2017 and End Date of January 1, 2018, the Prorate Multiplier is coming out to 1,083. The CPQ Admin is expecting a Prorate Multiplier of 1,003. What action should the Admin take to correct this pricing issue?

- A. Change the Default Subscription Term on the Quote Line to produce expected proration.
- B. Change the Subscription Prorate Precision in package settings to "Month + Day."
- C. Change the Subscription Term Unit in package settings from Month to Day.
- D. Change the Prorate Calculation field in package settings from Month to Day.

**Answer: B**

#### NEW QUESTION # 161

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price
\$1,000 for the first 100 units
\$1,000 plus \$9 per unit above 100
\$4,600 plus \$8 per unit above 500
\$8,600 plus \$7 per unit above 1,000

Which approach will allow the Quote Line's List Price to reflect these tiers?

- A. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.
- B. Create a Discount Schedule with Type = Range and Discount Unit = Price.
- C. Set the Product's Pricing Method = List and Create Block Prices.
- D. Set the Product's Pricing Method = Block and Create Block Prices

**Answer: A**

#### NEW QUESTION # 162

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