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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q176-Q181):

NEW QUESTION # 176

In add-on and renewal scenarios, Universal Containers wants to disable the selection of one-time setup fees in bundles that have previously been sold to the client. The Admin will create a Product Selection Rule that will check if the number of previously sold setup fees is greater than 0. What should the error condition test against?

- A. Use a Tested Variable that counts the number of existing setup fee Assets.
- **B. Use a Tested Variable that counts the number of existing setup fee Subscriptions.**
- C. Use Subscription as Tested object and Subscription Name as Tested Field.
- D. Use Asset as Tested Object and Asset Name as Tested Field.

Answer: B

NEW QUESTION # 177

The admin at Universal Containers wants to add some Maintenance and some Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the admin set up the bundle to meet both requirements?

- A. Create two Product Features: Maintenance and Support. The Support Feature should have a lower value in the Number field.
- B. Create two Product Options: Maintenance and Support. The Support Option should have a lower value in the Number field.
- C. Create two Product Features: Maintenance and Support. The Maintenance Feature will always display first, due to alphabetical ordering.
- D. Create two Product Options: Maintenance and Support. The Maintenance Option will always display first, due to alphabetical ordering.

Answer: A

NEW QUESTION # 178

Universal Containers wants to introduce a new product as an add-on item for an existing bundle that its customers can purchase on a yearly basis. The price of the product will be 15% of the combined prices of the other products and should not contribute value to other Percent of Total subscription products. Which configuration is a valid way to set up this new product?

- A. Subscription Pricing: Percent of Total, Percent of Total (%): 15%, Exclude from Percent of Total: True, Subscription Term: 12
- B. Subscription Pricing: Percent of Total, Percent of Total (%): Exclude from Percent of Total: False Subscription Term: 1
- C. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: False, Subscription Term: 1
- D. Subscription Pricing: Fixed, Percent of Total (%): 15%, Include in Percent of Total: True, Subscription Term: 12

Answer: A

NEW QUESTION # 179

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

*The original Subscription

*The first amended Subscription

*The second amended Subscription

- A. 100, -20, 40
- B. 100, 80, 120
- C. 120, -20, 40
- D. 80, 0, 40

Answer: B

NEW QUESTION # 180

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page. Which updates should the Admin make to meet this requirement

- A. Update Option Layout on the parent Product record to Wizard.
- B. Update option layout on the parent Product record to Sections.
- C. Create feature to the parent product and assign all Option to one of the created features.
- D. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic

Answer: B

NEW QUESTION # 181

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