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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q36-Q41):

NEW QUESTION # 36

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets.
How should the user achieve this?

- A. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price
- B. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.
- C. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- D. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.

Answer: D

NEW QUESTION # 37

The admin at Universal Conteiners has received several reports that unwanted price changes have occurred on Quotes that have already been approved.
Which two configuration changes should the admin make to prevent this issuc from happening?
Choose 2 answers

- A. Create a Product Rule, type Validation, that blocks users from editing Quote or Quote Line fields.
- B. Assign a different layout to ensure users cannot access the Quote Line Editor, and hide the related list of Quote Lines.
- C. Add a Validation Rule on an approved Quote and Quote Line to prevent any material changes.
- D. Remove any edit permissions on pricing ficlds in the ficld level security.

Answer: A,C

NEW QUESTION # 38

The Admin wants to ensure that within one bundle. Products A and B cannot both be added to the quote. During Configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the quote rather than product B. Which setup should the Admin use to meet these requirements?

- A. A Product Alert Rule where two Error Conditions with Summary Variable test of Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.
- B. A Product Selection Rule where the Product Action with the lower Order removes Product A when Product B is chosen, and the Product Action with the higher Order removes Product B when Product A is chosen.
- C. A Product Selection Rule where two Error conditions with Summary Variables test of Product A and B have both been selected. If so, a Product Action will remove Product B.
- D. Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.

Answer: C

NEW QUESTION # 39

Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product ramify Y by 10% upon renewal.
Which two action should the admin take to ensure CPQ applies the correct price uplift?
Choose 2 answers

- A. Fill in the Appropriate Renewal Uplift Rate on each Subscription record.
- B. Fill in the appropriate Renewal Uplift Rate on each Quote Line record
- C. Set the Renewal Pricing Method on the Account to Uplift.
- D. Set the Renewal Pricing method on the Contract to Uplift

Answer: A,C

NEW QUESTION # 40

Universal Containers has a block priced product, Cloud Contacts, and wants to apply a 10% premium to the product when the payment frequency is annual. Based on the Price Actions below, what is the correct Order for the actions?

a) SBQQ__CustomerPrice__c = SBQQ__RegularPrice__c * (1 - SBQQ__Discount_c) b) SBQQ__NetPrice__c = SBQQ__PartnerPrice__c * (1 - SBQQ__DistributorDiscount_c) SBQQ__PartnerPrice__c = CustomerPrice__c * (1 - SBQQ__PartnerDiscount_c) d) SBQQ__RegularPrice__c = SBQQ__ListPrice__C * 1.1

- A. a) b) c) d)
- B. d) c) a) b)
- C. d) a) c) b)
- D. b) c) a) d)

Answer: C

NEW QUESTION # 41

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