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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q127-Q132):

NEW QUESTION # 127

What is the correct order of data import to load Products and Product bundles in CPQ?

- A. Product Option, Product Feature, Product, Option Constraints, Configuration Attributes
- B. Product Features, Product, Product Options, Configuration Attributes, Option Constraints
- **C. Product, Product Features, Product Options, Option Constraints, Configuration Attributes**
- D. Product, Product Action, Product Rules, Error Conditions, Configuration Rules

Answer: C

NEW QUESTION # 128

Which two objects could a discount schedule be applied and take precedence over the discount schedule identified in a product

feature?

Choose 2 answers

- A. Product Option
- B. Contracted Price
- C. Product
- D. Segmented Product

Answer: A,B

NEW QUESTION # 129

Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin field has been created on the Asset record. UC contracts from the Order.

When leveraging the twin field functionality to pass this

Information to the Asset record, on which object should the admin create a twin field?

- A. Opportunity Product
- B. Product Option
- C. Quote Line
- D. Order Product

Answer: C

NEW QUESTION # 130

Universal Containers sells a monthly subscription service with tiered pricing:

□ Which pricing method should the Admin Select for this service?

- A. Tiered
- B. Block
- C. Segmented
- D. List

Answer: B

NEW QUESTION # 131

Universal Containers conducts business via channel sales and offers a Partner program, in which Partners receive a different level of discount based on their partnership level and the product family. The CPQ Architect has determined that the Partner discount will be automatically assigned with price rules, based on a lookup table. The CPQ Architect has created the following lookup table with an object named 'Partner Program'. How many price rules should the Admin create in order to process the four different discounts offered to Partners?

- A. Three
- B. Four
- C. Two
- D. One

Answer: D

NEW QUESTION # 132

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