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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q166-Q171):

NEW QUESTION # 166
Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.
How should the Admin set up this data flow?

- A. Renewal Quote Line values are automatically mapped from original Quote Lines.
- B. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.
- C. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.
- D. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.

Answer: C

NEW QUESTION # 167
Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.
The Product has been configured as such:
Which product and option configuration will attain the required pricing?

- A. \Users\Admin\Desktop\Data\data\Untitled.jpg
- B. \Users\Admin\Desktop\Data\data\Untitled.jpg
- C. \Users\Admin\Desktop\Data\data\Untitled.jpg
- D. \Users\Admin\Desktop\Data\data\Untitled.jpg

Answer: A

Explanation:
Set the price book entry = $100 and, 2) set the following field on product/bundle is minimum

NEW QUESTION # 168
Universal Container (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product Selection screen.
How can the Admin configure the Product to meet this requirement?

- A. Set the Configuration Type field to Allowed.
- B. Set the Asset Conversion field to One per unit.
- C. Select the Hidden checkbox on the Product.
- D. Select the Component checkbox on the Product.

Answer: C

NEW QUESTION # 169
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 Prorate Calculation field in package settings from Month to Day.
- B. Change the Subscription Term Unit in package settings from Month to Day.
- C. Change the Default Subscription Term on the Quote Line to produce expected proration.
- D. Change the Subscription Prorate Precision in package settings to "Month + Day."

Answer: D

NEW QUESTION # 170
Universal Containers (UC) sells to partners in multiple regions. Each region has a unique price multiplier that should be applied to the pricebook price of the product.
A custom object has been created to maintain the regional multipliers for each region. Any discounts should be applied after the regional multiplier has been applied. An admin needs to create a Lookup Price Rule.
Which field should the admin configure the price action to update?

- A. The customer price
- B. The partner price
- C. The list price
- D. The special price

Answer: A

NEW QUESTION # 171
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