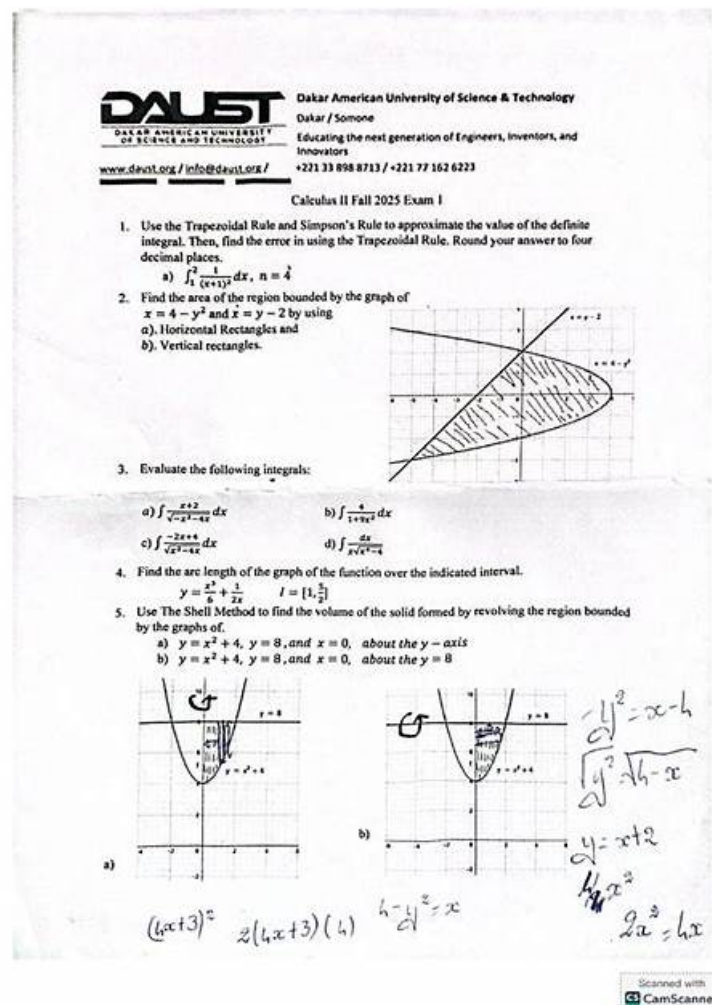


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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q150-Q155):

NEW QUESTION # 150

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

Answer: D

NEW QUESTION # 151

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. Select the Hidden checkbox on the Product.**
- C. Select the Component checkbox on the Product.
- D. Set the Asset Conversion field to One per unit.

Answer: B

NEW QUESTION # 152

Which two events occur immediately after finishing product selection and before the user clicks the Save or Calculate buttons in the Quote Line Editor?

Choose 2 answers

- **A. Syncs Opportunity Products from the added Quote Line.**
- B. Executes Price Rules where the value in the Evaluation Scope field is Configurator.
- C. Loads related records, such as products and options.
- **D. Executes Price Rules where the value in the Event field is After Calculate.**

Answer: A,D

NEW QUESTION # 153

An admin has created a text field Configuration Attribute for Bundle

The admin wants the attribute to start with a default value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- **A. Create a Process Builder to update the Product Option field that Is used for the Configuration Attribute value. Set the process to trigger upon new record creation.**
- B. Create a Price Rule to target the Product Option field that Is used for Configuration Attribute to give It a value. Ensure the end user selects Apply Rules in the Configurator.

- C. Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field field to identify the Quote formula field.
- D. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.

Answer: A

NEW QUESTION # 154

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

	Product A	Product B
Subscription Pricing	Fixed Price	Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. \$240, 00
- B. \$480, 00
- C. \$120, 00

Answer: A

NEW QUESTION # 155

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