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### Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q208-Q213):

#### NEW QUESTION # 208

"When configuring a bundle, Universal Containers users must select Product B and Product C in order to add Maintenance Product A.

How should the CPQ Admin set this up to meet the requirement?

Choose one answer

- A. Create two ""Exclusion"" Option Constraints for Products B and C and have Product A as the constrained option for both Option Constraints.
- B. Create two ""Dependency"" Option Constraints for Products B and C and have Product A as the constraining option for both Option Constraints."
- C. Create an Option Constraint Group ""Maintenance"" to require that Product A can only be selected when Products B and

C are selected.

- D. Create a "Dependency" Option Constraint for Product B and an "Exclusion" Option Constraint for Product

**Answer: C**

#### **NEW QUESTION # 209**

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

**Answer: A**

#### **NEW QUESTION # 210**

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

- A. Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.
- B. Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.
- C. Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.
- D. Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.

**Answer: B**

#### **NEW QUESTION # 211**

Universal Containers (UC) has Product Options in a bundle that must be displayed in the Quote Line Editor to the User. However, UC does not want these Product Options to display on the Quote Document that is generated and presented to the Customer. How should the Admin set up the bundle to meet these requirements?

- A. Set the Quote Line Visibility field to Editor Only on the Product Option.
- B. Select the Hidden checkbox on the Product Option.
- C. Set the Quote Line Visibility field to Always on the Product Option.
- D. Select the Bundled checkbox on the Product Option.

**Answer: D**

#### **NEW QUESTION # 212**

Universal containers wants to give a 25% discount on a specific product option purchased in the Big Box bundle.

In which two ways could the admin configure CPQ to automatically apply this discount?

Choose 2 answers

- A. Set the option discount ((%field on the product feature for the bundle.D, Set the option Discount (%) field on the product option for the bundle.
- B. Set Discount by package to TRUE on the Product Option for the bundle.
- C. Create a price Rule that applies the 25% discount when the product is added as part of the bundle.

**Answer: B,C**

## NEW QUESTION # 213

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