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## Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q159-Q164):

### NEW QUESTION # 159

"An Admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the User should be limited to selecting either Product C, Product D, or neither of the two - but never both.

How should the Admin set up Bundle A to accomplish this?

- A. Create a Product Feature and set both Min Options and Max Options to 4.
- B. Create a Product Feature and set both Min Options and Max Options to 1.
- C. Create an Option Constraint and set Type = Exclusion"
- D. Create an Option Constraint and set Type = Dependency

**Answer: C**

### NEW QUESTION # 160

A user is contracting an Amendment Opportunity to increase the Quantity of a subscription. The subscription is generating on the amended Contract, but the existing Renewal Opportunity contains only the original Opportunity Products.

Which product and contract field values should the Admin set to ensure the Quantity of the Renewal Opportunity Products is updated?

- A. The Product's Subscription Type = Renewable  
The Contract's Renewal Forecast = False  
The Contract's Renewal Quoted = False
- B. The Product's Subscription Type = Renewable  
The Contract's Renewal Forecast = True  
The Contract's Renewal Quoted = False
- C. The Product's Subscription Type = Renewable  
The Contract's Renewal Forecast = True  
The Contract's Renewal Quoted = True
- D. The Product's Subscription Type = Renewable  
The Contract's Renewal Forecast = False  
The Contract's Renewal Quoted = True

**Answer: D**

### NEW QUESTION # 161

Universal Containers has set up an Account lookup field, Distributor\_\_c, on the Quote to identify different distributors per group. Distributor accounts have a Discount\_Level\_\_c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- Create a Calculator Scoped Price Rule that has a Price Condition where
    - Object with value Quote Line
    - Tested Formula field with value SBQQ\_\_Quote\_\_r.Distributor\_\_c
    - Operator field with value Not Equals
    - Filter Type field with Value selected
    - Filter Value field with blank value
  - Add a Price Action to the Price Rule where
    - Target Object with value Quote Line
    - Target Field with value SBQQ\_\_DistributorDiscount\_\_c
    - Formula Field with value SBQQ\_\_Group\_\_r.Distributor\_\_r.Discount\_Level\_\_c
- A.

- Create a Configurator Scoped Price Rule that has a Price Condition where
  - Object with value Quote Line
  - Tested Formula field with value SBQQ\_\_Quote\_\_r.Distributor\_\_c
  - Operator field with value Not Equals
  - Filter Type field with Value selected
  - Filter Value field with blank value
- Add a Price Action to the Price Rule where
  - Target Object with value Quote Line
  - Target Field with value SBQQ\_\_DistributorDiscount\_\_c
  - Formula Field with value SBQQ\_\_Group\_\_r.Distributor\_\_r.Discount\_Level\_\_c

- B.

**Answer: B**

#### NEW QUESTION # 162

How should the admin ensure Universal Containers' users can generate output documents in Microsoft Word format?

- A. Create duplicate Template Sections in Microsoft Word format.
- B. Create a second Quote Template in Microsoft Word format.
- C. Set the Allow Output Format Change checkbox on the Quote Template.
- D. Set the Allow Output Format Change checkbox on each user in User Settings.

**Answer: D**

#### NEW QUESTION # 163

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

**Answer: D**

#### NEW QUESTION # 164

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