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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q19-Q24):

NEW QUESTION # 19

Universal Containers (UC) has products that will only be utilized as Product options inside five different bundle products. When a user adds products to the Quote line Editor, UC wants:

*Bundle products to show in the Product Selection page.

*Products that are Product Options of the bundles to be excluded from the product selection page.

How should the Admin set up the bundles?

- A. Select the selected checkbox on each Product Option and mark the Product inactive.
- B. Select the Hidden checkbox for any Product that is a Product Option for the bundles.
- C. Select the component checkbox on any Product that is a Product Option for the bundles.
- D. Select the bundled checkbox on each Product Option and mark the Product inactive.

Answer: C

NEW QUESTION # 20

Formula fields may be used as a Conditional Print Field to control whether a section appears or not.

- A. True
- B. False

Answer: A

NEW QUESTION # 21

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:

Percent Of Total (%)	10
Subscription Term	12

Which product and option configuration will attain the required pricing?

- A.
- | Object | Field | Data |
|-----------------|------------------------|------------------|
| Product | Pricing Method | Percent of Total |
| Product | Percent of Total Scope | Components |
| Product Options | Percent of Total Base | Customer |
- B.
- | Object | Field | Data |
|----------------|------------------------|------------------|
| Product | Subscription Pricing | Percent of Total |
| Product | Percent of Total Scope | Net |
| Product Option | Percent of Total Base | Components |

- C.

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Base	Customer
Product Options	Percent of Total Scope	Package
- D.

Object	Field	Data
Product	Subscription Pricing	Percent of Total
Product	Percent of Total Base	Net
Product Option	Percent of Total Scope	Components

Answer: C

NEW QUESTION # 22

"UC offers Container B as one of the configurable options of Container A. Container B is itself configurable with options X, Y, and Z.

How should the Admin configure this?

- A. Create a dynamic quote process that guides the user to choose Container B and options X, Y, and Z if Container A is selected.
- B. Create a bundle with Container B and options X, Y, and Z as product options for Container A.
- C. Create a bundle with options X, Y, and Z as product options of Container B, and Container B as a product option for Container A."
- D. Create a search filter which only shows Container B if Container A is on the quote or owned by the customer.

Answer: D

NEW QUESTION # 23

The Admin decides to use a price rule to set a default 10% discount on Product A if a client has already purchased this item.

Product A is non-subscription product. The Admin has already created price conditions to target quote lines for Product A where the additional discount fields are not populated. Which set of additional actions should the Admin take to support this prior purchase constraint?

- A. Create a summary variable counting the asset records for product A and create a price condition verifying that the quantity field on the quote line is greater than the summary variable.
- B. Create a summary variable counting the asset records for product A and create a price condition verifying that the summary variable is greater than the value 0.
- C. Create a summary variable summing the quantity of the asset records for product A and create a price condition verifying that the quantity field on the asset object is greater than the value 0.
- D. Create a summary variable summing the quantity of product A from quote lines and create a price condition verifying that the summary variable is greater than the value 1.

Answer: B

NEW QUESTION # 24

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