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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?

Object	Field	Data
Product	Pricing Method	Percent of Total
Product	Percent of Total Scope	Components
Product Options	Percent of Total Base	Customer

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

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

- C.

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

- D.

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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