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Salesforce Configure and Administer a Salesforce CPQ Solution Sample Questions (Q162-Q167):

NEW QUESTION # 162

How should an Admin enable renewal uplift on an Account?

- A. Update the Markup (%) field on the Renewal Quote.
- B. Change the Renewal Pricing Method to Same on the Account.
- C. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.
- D. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.

Answer: C

NEW QUESTION # 163

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- A. Update the Custom Action Location to left.
- B. Set a lower value in the Display Order field in the Custom Action record.
- C. Move the Clone and Delete actions into the Quote Line Editor drawers.
- **D. Change the Actions Column Placement in package settings to Left.**

Answer: D

NEW QUESTION # 164

A user has added multiply bundles to the Quoto. Each bundle consists of Product Options of the Product Families:

- * Hardware
- * Licenses
- * Maintenance

On the output document, different line columns need to be rendered that contain the Products of each Family.

Moreover, the Product Options of each Family need to be rendered separataly for each bundle.

Which two stops should tha ad mm taka to maat tha raquiramant?

Choosa 2 answers

- **A. Construct a formula fold on tha Quota Line object that raturms tha bundla's Name and Numbar, and use this field in the Group field on the Line item Section**
- **B. Create a different Line Item section for each Product Family, and leveraga the Filter field to show tha correct products.**
- C. Create a different Line item section for each Product Family and leverage the Conditional Print field to show the corrract products.
- D. Populata tha Sort Ordar field on each Product record to properly sort the Quota Lines within each section.

Answer: A,B

NEW QUESTION # 165

An Admin wants to set up a product so a user can all available options and selected options by scrolling in a single page.

Which updates should the Admin male to meet this requirement

- A. Create Features related to the parent Product and assign each Feature the Option Selection method Dynamic
- B. Create feature to the parent product and assign all Option to one of the created features.
- C. Update Option Layout on the parent Product record to Wizard.
- **D. Update option layout on the parent Product record to Sections.**

Answer: D

NEW QUESTION # 166

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 Products checkbox as False 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 Orders checkbox as True on the Discount Schedule.

Answer: B

NEW QUESTION # 167

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