Question 1

Users at Universal Containers want to know how Approval requests will be routed prior to submitting a Quote for approval.

How can the admin meet this requirement?

Options:

A- Using Native Approvals, build a custom Visualforce Page to display the Approval Process for the Quote.

B- Using Advanced Approvals, place the Preview Approval button on the Quote page layout.

C- Using Advanced Approvals, build a custom Visualforce Page to display the Approval Chains for the Quote.

D- Using Native Approvals, build a custom button to display the approval matrix to users.

Answer:

B

Question 2

Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.

Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

Options:

A- Keep Bundle Together

B- Visualize Product Hierarchy

C- Enable Product Option Drawer

D- Preserve Bundle Structure

Answer:

B

Question 3

Question Type: MultipleChoice

Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

Options:

A- Update Percent of Total (%) on the hardware products to 10.

B- Update Percent of Total Target on Warranty to Standard Warranty.

C- Update Percent of Total Category on the hardware products to Hardware.

D- Update Percent of Total Base on Warranty to Net Price.

Answer:

D

Question 4

Question Type: MultipleChoice

What does a user need to do before co-terminating a new quote with an existing contract?

Question 5

Question Type: **MultipleChoice**

Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.

A single quote can contain products for consumption anywhere in the country.

A custom object has been created to maintain a Price Multiplier per product per geographic are

a. The quote document should display the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

Options:

A- Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.

B- Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the
multiplier and apply it to the custom List Unit Price field on the Quote Line.

C- Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.

D- Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.

Answer:

B

Question 6

Question Type: **MultipleChoice**

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

How should the admin meet this requirement?

Options:

A- Set the Product's Default Pricing Table to Standard.

B- Create a Quote formula field named StartSegmented__c that returns 0.

C- Set the Display Order of the Desegment Line action to 1,

D- Set the Price Dimension's Type to One-Time.

Answer:

D

Question 7

Question Type: MultipleChoice

When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135.

If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

Options:

A- Set the Unit Price field on the processor Product Option to a value of 180.

B- Set the Discount % field on the processor Product Option to 10%.

C- Set the Bundled checkbox to True.

D- Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.

Answer:

C