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Shared by Bray on 05-09-2022

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Question 1

Question Type: MultipleChoice

Universal Containers (UC) sells the same Extended Warranty product to customers in three different industry segments: Commercial, Enterprise, and Education. The list price depends on the customer segment. Product pricing can change frequently within each segment.

How should the admin set up the Product and Price Book to apply the correct pricing, and the pricing team can easily update pricing?

Options:

A) Three Product records with three Price Books should be set up for each industry segment.

B) One Product record should be set up with a Price Dimension representing each industry segment.

C) One Product record should be set up with three Price Books, one for each industry segment.

D) Three Product records should be set up with multiple price book entries on a single Price Book.

Answer:

B

Question 2

Question Type: MultipleChoice

Bundle A has four Product Options within Product Feature A: Products A, B, C, and D. When Bundle A is added to a Quote? How should the Admin set up a Discount Schedule so that the quantities of all Product Options on this Quote are aggregate?

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Options:

A) SettheDiscountScheduleonProductFeatureAandmarkthe"CrossProducts:CheckboxasTRUE.

B) SettheDiscountScheduleonProductFeatureAandmarkthe"CrossProducts"CheckboxasFALSE.

C) SettheDiscountScheduleontheProductOptionrecordsandmarkthe"CrossProducts"checkboxas TRUE

D) SettheDiscountScheduleontheProductOptionrecordsandmarkthe"CrossProducts"checkboxas FALSE

Answer:

A

Question 3

Question Type: MultipleChoice

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:

Which product and option configuration will attain the required pricing?

Options:

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B) \Users\Admin\Desktop\Data\data\Untitled.jpg

C) \Users\Admin\Desktop\Data\data\Untitled.jpg

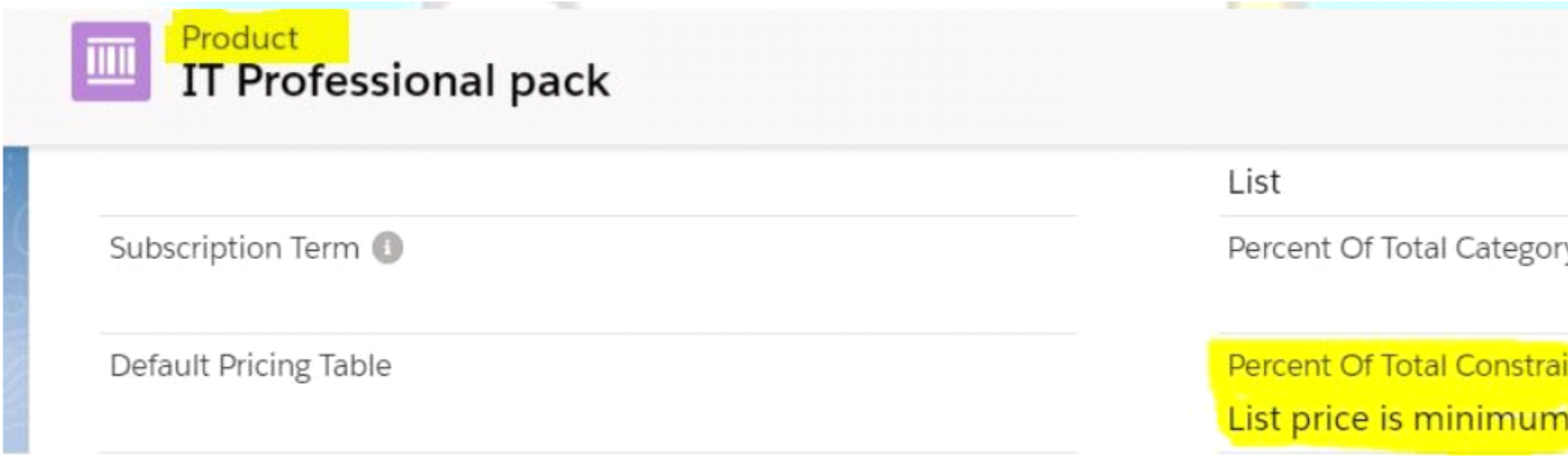
D) \Users\Admin\Desktop\Data\data\Untitled.jpg

Answer:

C

Explanation:

Set the price book entry = $100 and, 2) set the following field on product/bundle is minimum



Question 4

Question Type: MultipleChoice

A contract begins April 1st and ends December 31st. The contract has been amended twice so far. The first amendment has an Amendment Start Date of June 1st. The second amendment has an Amendment Start Date of August 1st.

If the current date is October 1st, what is the earliest possible Amendment Start Date for a third amendment?

Options:

A) April 1st

B) October 1st

C) January 1st

D) August 1st

Answer:

B

Question 5

Question Type: MultipleChoice

Universal Containers (UC) sells a subscription Product, Monitoring Service reps leave the quantity as 1 when it is sold outside of a bundle.

Which solution can UC apply?

Options:

A) Set Quantity Editable to FALSE on the Product.

B) Set Type to Accessory on the Product Option.

C) Set Max Quantity to 1 on the Product Option.

D) Set Default Quantity to 1 on the Product.

Answer:

C

Question 6

Question Type: MultipleChoice

An admin has set the Group Field on one of the Quote Templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

Options:

A) Modified By field on the user's Quote was last modified before the new Quote Template was implemented.

B) Template Section with Template Content of Line Items type has a value in Group Field.

C) There are Quote Line Groups related to Quote A.

D) Bundles on Quote A contain a Configuration Attribute designating location.

Answer:

A, B

Question 7

Question Type: **MultipleChoice**

The admin has created a bundle with several options. The option's prices contribute to the Package Total, and must be discountable by the sales rep. However, these options must be hidden on the generated proposal document.

How should the admin change the options to meet this requirement?

Options:

A) Set number to a value greater than 1,000.

B) Set Quote Line Visibility to Quote Line Editor.

C) Set Type to Related Product.

D) Set Bundle to True.

Answer:

C

Question 8

Question Type: MultipleChoice

Universal Containers wants to show a custom text field with the API name Addition_Text_c on the Quote Document. This field already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

Options:

A) {!SBQQ_Quote_r.Additional_Text_c}

B) {!quote_r.Additional_Text_c}

C) {!SBQQ_Quote_cAdditional_Text_C}

D) {!quote.Additional_Text_c}

Answer:

D

Question 9

Question Type: **MultipleChoice**

Universal Containers Sells a monthly subscription service with tiered pricing:

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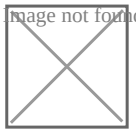

Which two pricing configurations meet these requirements?

Choose two answers

Options:

A) Block pricing with slab Discount Schedule

B) List pricing with lookup price Rule

C) List pricing with slab Discount Schedule

D) Block pricing with overage

E) Block pricing with range Discount Schedule

Answer:

A, D

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