Question 1

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access).

Which Product Selection and Price Book strategy should the admin utilize to meet the requirements?

Options:

A- Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote o(M.ect to prevent selection of a Special Access Product based on the level of User access.

B- Create one Price Book that contains all 100 Products. Create a custom Product field to designate Genera! Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.

C- Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID Into the SBQQ__QuotePricebookld__c on the Opportunity.

D- A Create two Price Books: one General Access Price Book with the 80 generally available Products,
and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.

Answer:

D

Question 2

Universal Containers allows clients to negotiate a discount for Product A until a specified date up contract activation. Which three fields on the Contracted Price record should be configured to satisfy this requirement?

Options:

A- Product

B- Contract

C- Expiration Date

D- Discount

E- Effective Date

Answer:

A, C, D

Question 3

A sales rep at Universal Containers is adjusting pricing for asubscription Product on a new business Quote. The Subscription Term Is 24 months. The Product's Default Subscription Term Is

12 months, The Quantity is 10, The List Unit Price is $120.

If a 10% Volume Discount, 20% Additional Discount, and 5% Partner Discount are applied, what are the values at each step In the standard price waterfall?

Options:

A- * Regular Unit Price: $108.00
Customer Unit Price: $168.00
Net Unit Price: $156.00

B- Regular Unit Price: $108.00
Customer Unit Price: $86.40
Net Unit Price: $82.08

C- Regular Unit Price: $216.00
Customer Unit Price: $172.80

Net Unit Price: $164.16

Answer:

C

Question 4

Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle

is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.

What are three ways the admin can adjust the design of this bundle to reduce scrolling in Configuration?

Choose 3 answers

Options:

A- Set Option Selection Method to Add on the Product Features.

B- Change Enable Large Configuration to True on the bundle Product.

C- Set System to True on the Product Options to be excluded from the Configurator.

D- Group the Product Features of the bundle into tabs using the Category field.

E- Change Option Layout to Tabs on the bundle Product.

Answer:

A, D, E

Question 5

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page.

Which solution meets the business requirement without creating a separate Price Book?

Options:

A- Create a bundle with a Configuration Attribute.

B- Create multiple bundles with validation Product Rules.

C- Create a Hidden Filter in Product Selection based on Profile.

D- Create a Filter Product Rule.

Answer:

B

Question 6

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

Options:

A- The Save or Quick Save buttons are clicked.

B- Override values are subject to Discount Schedule updates made by the Admin.

C- The Opportunity status has changed to Proposal/price Quote.

D- The Quote status has changed to Approved.

Answer:

A

Question 7

Question Type: MultipleChoice

Universal Containers (UC).utilizes bundles to sell hardware and related accessories together as a package. Several of the accessories are component-type Options, with quantities dependent on the hardware. UC wants to begin using split Orders to manage a fulfillment process, with Orders broken out based on when items are shipped to the customer.

Whet should UC consider before implementing split Orders ?

Options:

A- The hardware bundle and component-type Options can be spilt manually.

B- The hardware bundle and component-type Options can be spilt Into separate Orders without preserving the bundle structure.

C- The hardware bundle and component-type Options must be placed in the same Order together.

D- The hardware bundle and component-type Options can be split using the Order By field.

Answer:

B

Question 8

Universal Containers has a single Price Book for several currencies. The Admin is creating a Primary Quote from an Opportunity and notices the Quote inherits the Price Book from the Opportunity.

Which Product will be available within the Product Selection page?

Options:

A- All Products with Price Book Entries in all Active Currencies.

B- All Products with Price Book Entries when Dated Exchange Rates are enabled.

C- All Products with Price Book Entries with a positive Price.

D- All Products with Price Book Entries in the Opportunity/Quote Currency.

Answer:

D

Question 9

A sales rep at Universal Containers Is configuring an amendment Quote. The original Quote featured a single annual Subscription with a Net Unit Price of $600, a Quantity of 10, and a Subscription Term of 24 months. Ten months into the term of the Contract, the sales rep wants to issue a prorated refund for the original purchase and quote a new, more expensive Subscription In its place.

Using the standard price waterfall, what is the expected Net Total of the amended Subscription once the Quantity is set to cr

Options:

A- -S2S0

B- -$2,500

C- -$350

D- -$3,500