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Question 1

An admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the user should not be allowed to select both Product C and Product D at the time.

How should the admin set up Bundle A to accomplish this?

Options:

A- Create an Option Constraint and set Type = Dependency

B- Create a Product Feature and set both Min Options and Max Options to 4.

C- Create an Option Constraint and set Type = Exclusion.

D- Create a Product Feature and set both Min Options and Max Options to 1.

Answer:

C

Question 2

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure

that another manager will receive Approval requests during the period in which the original

manager is absent?

Options:

A- On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.

B- Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence. Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.

C- On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.

D- Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.

Answer:

C

Question 3

Question Type: MultipleChoice

Universal containers has a fixed bundle with selected Product Options, After selecting the bundle, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

Options:

A- Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.

B- Set the bundle product record filed Configuration Type to Required and Configuration Event to Always.

C- Set the bundle product record filed Configuration type to Allowed and Configuration Event to Always.

D- Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add

Answer:

C

Question 4

Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products. However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.

Which strategy should UC apply?

Options:

A- Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.

B- Create a Filter Product Rule and Product Action with Type set to Optional Filter.

C- Set the Default field on the Add Products Custom Action to TRUE.

D- Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.

Answer:

D

Question 5

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

Options:

A- Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.

B- Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.

C- Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.

D- Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.

Answer:

D

Question 6

An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and be listed in a Line Item Column in the output document.

On which objects will the admin need to create the Configuration Attribute X custom field to meet this requirement?

Options:

A- Configuration Attribute and Product Option

B- Product Option and Quote Line

C- Product Option and Quote

D- Configuration Attribute and Quote

Answer:

B

Question 7

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?

Options:

A- Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.

B- Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.

C- Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False 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:

A

Question 8

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

Options:

A- Validation

B- Filter

C- Alert

D- Selection

Answer:

C

Question 9

Question Type: **MultipleChoice**

Universal Containers wants to allow customers to return and receive credit for asset Products.

How should the admm meat the requirement?

Options:

A- Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.

B- Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.

C- Edit the Quantity field on the Asset record to reflect the updated Quantity.

D- Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.

Answer:

B

Question 10

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote

Line Group.

A- Leverage Salesforce automation to select the Order by Quote Line Group filed on the Quote.

B- Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.

C- Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.

D- Leverage Salesforce automation to set the Ordered By filed on the Quote to a picklist value that represents a custom Quote Line field.

Answer:

A

Question 11

Question Type: **MultipleChoice**

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

Options:

A- Set up a Lookup Price Rule referencing a custom object.

B- Create a Feature level Configuration Attribute.

C- Set the Configuration Attribute with Apply to Product Options to True.

D- Create a bundle level Configuration Attribute.

Answer:

C, D

Question 12

Question Type: **MultipleChoice**

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

Options:

A- Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.

B- Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.

C- Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.

D- Set the Product Family picklist on the Standard Warranty product's Product record to Services.

Answer:

B