Latest Version: 24.1

Question: 1

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?
Quote line field values:
*List price: $100
*Quantity: 5
Discount Schedule field values:
*Type: Slab
*Discount Unit: Percent

Discount Tiers:

Tier name	Lower bound	Upper bound	Discount
Tier 1	0	3	0%
Tier 2	3	6	10%
Tier 3	6	blank	20%

A. $480.00
B. $450.00
C. $500.00
D. $470.00

Answer: D

Question: 2

In Universal Containers' original implementation, all Additional Discount fields were removed from the Quote Line Editor Interface in favor of a custom field. Today, Universal Containers wants to use the out-of-the-box

Additional Discount field to apply on a Product-by-Product basis for all Products.
To which Field Set does the Admin need to add the Additional Discount field?

A. The Quote Line object's Summary Fields Field Set.
B. The Quote object's Line Editor Field Set.
C. The Quote Line object's Line Editor Field Set.
D. The Quote Line Group object's Line Editor Field Set.

Answer: B

Question: 3

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of the Quote Line Editor?

A. The fields that trigger a calculation event to occur.
B. The fields that appear in the Quote Line Drawer.
C. The Quote Line fields that are visible.
D. The Quote fields that may be edited.

Answer: C

Question: 4

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?
Choose 2 answers

A. Contracted Price
B. Product Option
C. Segmented Product
D. Product

Answer: A, B

Question: 5

Universal Containers has a Quote that contains a Quote Line associated to an Asset Product in addition to another Quote Line.
Which property must be present on the additional Quote line to create a Subscribed Asset at the time of Contract generation?

A. Bundled equals True.
B. Subscription Pricing equals Percent of Total.
C. Package equals True.
D. Pricing Method equals Percent of Total.

Answer: D

Question: 6

Universal Containers wants to automatically generate Contracted Prices for certain products in its catalog across all Accounts whenever a Contract is created.
Which field should the Admin adjust to ensure that the desired products have Contracted prices created for all Accounts?

A. Set the Generated Contracted Price picklist on the desired product records.
B. Set the Generate Contracted Price picklist on the desired Quote Lines before creation.
C. Set the Generate Contracted Prices field on the Quotes on these Accounts.
D. Set the Generate Contracted prices filed on the Opportunities on these Accounts.

Answer: C

Question: 7

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

A. Set the Configuration Type to Disabled.
B. Set the Configuration Type to Allowed and Configuration Event to Always.
C. Set the Configuration Type to Allowed and Configuration Event to Add.
D. Set the Active checkbox on Reconfigure Line Custom Action to False.

Answer: C

Question: 8

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

A. Core Salesforce Quote object
B. CPQ Quote Line object
C. Opportunity object
D. CPQ Quote object

Answer: C

Question: 9

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

A. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
B. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
C. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
D. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.

Answer: A

Question: 10

In what way does Smart Approvals expedite the approval process?

A. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
B. Quotes within defined thresholds will be automatically approved.
C. Quotes with multiple steps in the approval chain go directly to the highest approver required.
D. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

Answer: D