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Question 1

Question Type: MultipleChoice

Universal Container has four price-rules, each with differing Calculator Evolutions Event and Evaluation Orders.

Which rule will evaluate first?

Options:

- A) Rule A with Evaluation Order of 10, and Calculator Evaluation Event of Before Calculate
- B) Rule B with Evaluation Order of 20, and Calculator Evaluation Event of On initialization
- C) Rule C with Evaluation Order of 20, and Calculator Evaluation Event of Before Calculate
- D) Rule D with Evaluation Order of 5, and Calculator Evaluation Event of on Calculate

Answer:

B

Question 2

Question Type: MultipleChoice

An admin wants users to make changes in the configurator without Product Rules evaluating on every update. Users should be able to manually fire the rules. The admin has created Product Rules with an Evaluation Event of Edit or Always.

Which final step should an admin take to meet this requirement?

Options:

- A) Enable Large Configurations set to TRUE in package settings.
- B) Ensure the Apply Rules Custom Action is active.
- C) Set Configuration Event on the bundle parent Product record to Always.
- D) Create all Product Options with Apply Immediately Context set to NULL.

Answer:

C

Question 3

Question Type: MultipleChoice

A bundle has a Product Option with the Quantity Editable field set to FALSE. However, the user can still change the quantity during configuration and save the new value to the Quote Line Editor.

Which property of the Product Option allows for this scenario?

Options:

- A) Required = FALSE
- B) Min Quantity = 1
- C) Quantity = NULL
- D) Type = Related Product

Answer:

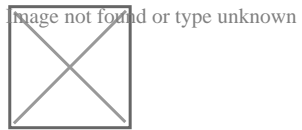
D

Question 4

Question Type: MultipleChoice

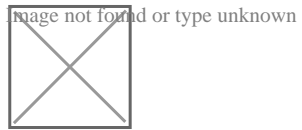
Universal Containers wants to create a new product that will be sold as part of a bundle. The product should be priced as 10% of all components' net total price and carry a term of 12 months.

The Product has been configured as such:

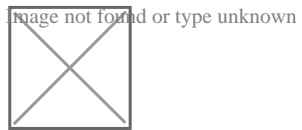


Which product and option configuration will attain the required pricing?

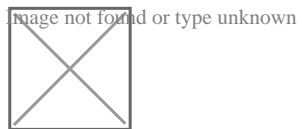
A:



B:



C:



D:

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Options:

- A) Option A
- B) Option B
- C) Option C
- D) Option D

Answer:

C

Question 5

Question Type: MultipleChoice

Universal Containers has five Products.

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The Percent of Total Category field for the Warranty Product is null.

What would the Warranty's List Unit Price be If all Products are added to a Quote with a Quantity of 1?

Options:

- A) \$25.00
- B) \$50.00
- C) \$35.00
- D) \$15.00

Answer:

B

Question 6

Question Type: MultipleChoice

An Admin is working on a primary Quote attached to an Opportunity. The Pricebook & currency on the Quote & opportunity match. However, not all products from the Quote are being transferred to the opportunity, & no error message is displayed. Which 3 reasons explain why these Products failed to create Opportunity Products? Choose 3 answers.

Options:

- A) "Exclude from Opportunity" is marked on the Product record.
- B) Products with a Price of zero do not transfer to the Opportunity.
- C) No valid pricebook entry can be found for these products.
- D) Validation Rules on the Opportunity product silently fail.
- E) Products with an effective quantity of zero do not transfer to the opportunity.

Answer:

A, D, E

Question 7

Question Type: MultipleChoice

Fore a quote with a Subscription Term of 18 months, what is the calculated price for the standard pricing fields?

A)

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B)

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C)

Image not found or type unknown



D)

Image not found or type unknown



Options:

- A) Option A
- B) Option B
- C) Option C
- D) Option D

Answer:

A

Question 8

Question Type: MultipleChoice

'UC has a bundle that has a set price regardless of the number of Product Options that are included in the bundle. Any of the Product Options selected must show on the Quote Line Editor with:

: A List Price of,Included.nM

: A Net Price of SO, since it is included with the bundle's price.

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

Options:

- A) Select the Required checkbox on the Product Options.
- B) Select the Selected checkbox on the Product Options.
- C) Set the Unit Price on the Product Options to be \$0.'
- D) Select the Bundled checkbox on the Product Options.

Answer:

D

Question 9

Question Type: MultipleChoice

A user created a Quote containing two Products. The Subscription Pricing field on Product A is blank. Product B has Subscription Pricing set to Percent of Total and both Products share the same Percent of Total Category. When the Contract is renewed, both Products are shown in the renewal Quote, but Product A has a Net Total of zero.

Why does Product A have a Net Total of zero?

Options:

- A) Renewal Model was set to Asset Based at the Account Level.
- B) The Asset Conversion behavior on the Product must be set to Allow Renewals.
- C) Include Net-New Products in Maintenance must be flagged in CPQ Package settings,
- D) Product A is an Asset that the customer already owns.

Answer:

A

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