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Question: 72

The Admin wants quote Terms to display on an output document which includes existing admin-created sections.

Which object records should the Admin create for the output document?

- A. Quote Term, Template Section, Terms and Conditions
- B. Quote Term, Template Content with Type set to HTML, Template Section
- C. Quote Term, Template Content with Type set to Quote Terms, Terms and Conditions
- D. Quote Term, Template Content with Type set to Quote Terms, Template Section

Answer: D

Question: 73

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?

- A. Set the Discount Schedule on Product Feature A and mark the “Cross Products: Checkbox as TRUE
- C. Set the Discount Schedule on Product Feature A and mark the “Cross Products” Checkbox as FALSE
- E. Set the Discount Schedule on the Product Option records and mark the “Cross Products” checkbox as TRUE
- F. Set the Discount Schedule on the Product Option records and mark the “Cross Products” checkbox as FALSE

Answer: A

Question: 74

An Admin at Universal Containers wants to map configuration attribute values to the quote line in a customer’s product catalog. Assuming the field mapping is correct, which setup will prevent the configuration attribute value from being stored on the non-bundle quote line?

- A. On the Configuration Attribute, “Apply to Product Options” is not selected.
- B. A selection rule is being used to hide a configuration attribute value.
- C. On the Configuration Attribute, “Hidden” is selected.
- D. The user chose a configuration attribute value that cannot be mapped.
- E. Create a cross-object formula field that stores the Product Field’s value in the Quote Line field.

Answer: A

Question: 75

An Admin has made numerous changes to a Template Content record over the course of a day, and now finds that the “Failed to Load PDF” error message appear when the output document is generated.

Which steps should the Admin perform to diagnose the error?

- A. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.
- B. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.
- C. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.
- D. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in “NO Errors”

Answer: B

Question: 76

Universal Containers wants to apply different Discount Schedules depending on the currency of the Quote, how should the Admin set this up?

- A. Create a Lookup Relationship on the Quote to the Discount Schedule for the user to populate.
- B. Using a Price Rule, Inject the ID of the Discount Schedule sourced from a formula field on the Quote Line.
- C. Modify the Discount Schedule formula field on the Quote Line to reference the IDs of your Discount Schedules.
- D. Create a Discount Schedule for each currency in the related list on the Product.

Answer: B

Question: 77

Universal Containers (UC) wants to set up four separate Template Sections. UC also wants each of these sections to render on its own page, no matter if the text field fills an entire page or not.

Which two will determine how the page breaks?

- A. Under the Page Break picklist, select the After option on each of the first three Template Sections.
- B. Under the Keep with Previous picklist, select the Always option on each of the Template Sections.
- C. Under the Keep Separate picklist, select the Always option on each of the Template Sections.
- D. Under the Page Break picklist, select the Before option on each of the last three Template Sections.

Answer: AD

Question: 78

Universal Containers has a quote with the following Process Inputs. The Admin wants questions that change dynamically based on answers to previous questions. For the first question, if the answer to “What business problem are you solving” is: Consolidated IT, then Server Types should be shown as the only next question. If the answer is “Manage Time & Express,” then Deployment Options and Commercial Segment should be shown and Server Types should be hidden.

How should the quote process be set up to meet this requirement?

- A. Create a Process Input Condition on Business Solution where Server Types equals Consolidated I
- B. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions

equals Manage Time & Expense.

C. Create a Process Input Regulation on Server Types where Business Solution equals Consolidated I

D. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.

E. Create a Process Input Condition on Server Types where Business Solution equals Consolidated I

F. Create a Process Input Condition on Deployment Options and Commercial Segment where Business Solutions equals Manage Time & Expense.

G. Create a Process Input Condition on Server Types Where Business Solution equals Consolidated I

H. Create a Process Input Regulation on Deployment Options and Commercial Segment where Business Solutions equals Manager Time & Expense.

Answer: C

Question: 79

The Admin at Universal Containers is setting up permissions for internal sales Users. In addition to assigning the Salesforce CPQ User permission set, for which objects do the Users need Read, Create, Edit, Delete permissions?

A. Quote Template, Template Content, Template Section, Line Column

B. Quote, Quote Line, Quote Line Group, Quote Document

C. Price Rule, Price Action, Price Condition, Lookup Query

D. Discount Category, Discount Schedule, Discount Tier, Term Schedule

Answer: B

Question: 80

Universal Containers needs to set up a bundle so that the sales rep can set some values that apply to the bundle rent, and others that apply to specific options.

Which two configurations meet this requirement?

A. Use custom product option fields for option-level values.

B. Use configuration attributes for option-level values.

C. Use custom product option fields for bundle-level values.

D. Use configuration attributes for parent-level values.

Answer: A, D

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