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**QUESTION 1**

Universal Containers (UC) sells two fixed-priced subscriptions (Products A and B) and one Percent Of Total subscription Product (Product C), which is calculated as a percentage of the List total of Products A and D. Both Products A and B are marked as "Include in Percent Of Total". UC also wants to enable ramping of quantities and pricing for all three Products on a yearly basis.

Which solution should the admin use to meet the requirement?

- A. Use Quote Line Groups for each annual term and set the Percent Of Total Scope on Product C to Group.
- B. Add Products A, B, and C to the Quote for the desired Quote Subscription Term.
- C. Set the Percent Of Target to Product C for Product A and B
- D. Implement a Quote Calculator Plugin (QCP) to aggregate Product A and B by segment.

Correct Answer: C

QUESTION 2

Universal Containers (UC) has products that will only be utilized as Product options inside five different bundle products. When a user adds products to the Quote line Editor, UC wants:

*Bundle products to show in the Product Selection page.

*Products that are Product Options of the bundles to be excluded from the product selection page.

How should the Admin set up the bundles?

- A. Select the component checkbox on any Product that is a Product Option for the bundles.
- B. Select the bundled checkbox on each Product Option and mark the Product inactive.
- C. Select the selected checkbox on each Product Option and mark the Product inactive.
- D. Select the Hidden checkbox for any Product that is a Product Option for the bundles.

Correct Answer: A

QUESTION 3

Universal Containers has products that will only be utilized as Product options inside five different bundle products. When a User adds products to the Quote Line Editor, Universal Containers would like. Bundle products to show in the product Selection page. Products that are Product Options of the bundle to not show in the Product Selection page. How should the Admin set up the bundle?

- A. Select the Hidden checkbox for any Product that is a Product Option for the bundle.



- B. Select the Component checkbox on any Product that is a Product Option for the bundle.
- C. Select the bundled checkbox on each Product Option and mark the Product inactive.
- D. Select the Selected checkbox on each Product Option and mark the Product inactive.

Correct Answer: B

QUESTION 4

A user is quoting four subscription Products: Product A, Product B, Product C, and Product D.

Product A and B are in Quote Line Group 1, while Product C and D are in Quote Line Group 2.

The Quote's Start Date is June 4, 2020. The Quote's End Date is June 3, 2021.

The user wants Product A and B's Subscriptions to end on June 3, 2021, and Product C and D's Subscription to end on December 3, 2021.

Which two methods could the user apply individually to meet the requirement? Choose 2 answers

- A. Change the Subscription Term on the Quote Lines for C and D to the value 18.
- B. Change the End Date on Quote Line Group 2 to December 3, 2021.
- C. Change the End Date on the Quote Lines for C and D to December 3, 2021.
- D. Change the Subscription Term on Quote Line Group 2 to the value 18.

Correct Answer: AB

QUESTION 5

Universal Containers' users are able to generate Quote Documents and navigate to all Quote Document records in the org. These users are unable to use the View button on documents created by another user.

How should the admin ensure that users are able to view these documents by default?

- A. View All permissions should be granted on the Quote Document object.
- B. A workflow rule should be used to change the Document Folder field on the Quote object.
- C. The Document Folder chosen in package settings must be visible to all users.
- D. View All permissions should be granted on the standard Document object.

Correct Answer: C



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