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**QUESTION 1**

Universal Containers (UC) sells Its Support SKU both as a stand-alone Product and a Product Option within a bundle. When sold as a stand-alone Product, the expected List Unit Price Is si,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to S800.

What should the admin do to meet the requirement?

- A. Enter 20 into the SBQQ__Discount__c field on the Product Option to reduce the price from \$1,000 to \$800.
- B. Enter 800 Into the SBQQ__UnitPrice__c field on the Product Option to define a bundle- specific price for Support.
- C. Create a Product Rule to Insert 800 into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ_RequiredBy__c field is blank.
- D. Create a workflow rule to insert 800into the SBQQ__ListPrice__c field on the Quote Line when the SBQQ__RequiredBy__c field is blank.

Correct Answer: A

QUESTION 2

Universal Containers (UC) sells a subscription Product, Monitoring Service. Although it is often sold in a bundle, UC wants to ensure that sales reps leave the quantity as 1 when it is sold outside of a bundle.

Which solution can UC apply?

- A. Set Type to Accessory on the Product Option.
- B. Set Quantity Editable to FALSE on the Product.
- C. Set Default Quantity to 1 on the Product.
- D. Set Max Quantity to 1 on the Product Option.

Correct Answer: D

Reference: <https://trailhead.salesforce.com/pt-BR/content/learn/modules/cpq-product-configuration/use-product-options>

QUESTION 3

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 appears when the output document is generated. Which steps should the Admin perform to diagnose the Error?

- A. Edit the template content and view as source, then modify HTML until clicking Check Syntax results in "No Errors."
- B. Download the template content via Dataloader and analyze the HTML source, modify and replace HTML until the template renders.



C. Copy and paste the content into a text editor and run a syntax checker, modify and replace HTML until the template renders.

D. Clone the record, reference the clone in place of the original record, then delete elements (such as table rows) until the template renders.

Correct Answer: D

QUESTION 4

Cloud Kicks (CK) has recently phased out Product Option X and is the longer actively selling it to new customers. New customers can sign up for the current Product Option Y Instead.

Management has decided that CK will also migrate existing contracts to this new product version at renewal.

Which steps should the admin take to achieve this?

- A. Update the Renewal Product field an the Product and Product Options, and set the Renewal Forecast checkbox to TRUE an the Contract record.
- B. On the Subscription record, change the Product Lookup to refer to the new version of the Product.
- C. Leverage a Selection Product Rule to remove the old Product, and automatically add the new Product.
- D. Use a Price Rule to swep the Product Lookup on Quota Line when a Renewal Quota Line is generated.

Correct Answer: A

QUESTION 5

An Admin at Universal Containers wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule, and will also 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 in order to meet his requirements?

- A. Configuration Attribute and Product Option
- B. Product Option and Quote
- C. Configuration Attribute and Quote
- D. Product Option and Quote Line

Correct Answer: D

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