

Study Materials Salesforce Sales-Admn-202 Review & Sales-Admn-202 Prepaway Dumps



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • Approvals: This section of the exam measures skills of Salesforce Consultants and covers selecting and setting up native or Advanced Approvals. It ensures that approval processes meet business needs and align with quoting workflows.
Topic 2	<ul style="list-style-type: none"> • Product Selection: This section of the exam measures skills of Salesforce Administrators and covers enabling product selection through tools like Search Filters, field sets, and Custom Actions. It ensures that users can easily find and configure products to match business needs.
Topic 3	<ul style="list-style-type: none"> • Orders, Contracts, Amendments, and Renewals: This section of the exam measures skills of Salesforce Consultants and covers understanding the data required for generating Orders and Contracts. It also involves creating renewal and amendment quotes, and deciding when to use Orders, Contracts, Subscriptions, and Assets to satisfy customer and business processes.

Topic 4	<ul style="list-style-type: none"> • CPQ Platform: This section of the exam measures skills of Salesforce Administrators and covers designing, configuring, and troubleshooting Price Rules using lookup objects and formulas. It involves applying knowledge of the quote calculation sequence, permissions, record types, field sets, and page layouts. It also tests understanding of CPQ data flow across objects, localization and multi-currency setup, package-level settings, and how the CPQ managed package integrates within a Salesforce org.
Topic 5	<ul style="list-style-type: none"> • Quote Templates: This section of the exam measures skills of Salesforce Consultants and covers setting up Quote Templates that align with business requirements. It involves configuring layouts and components to generate professional quotes.
Topic 6	<ul style="list-style-type: none"> • Pricing: This section of the exam measures skills of Salesforce Administrators and covers choosing and applying the right pricing strategies such as Discount Schedules, Block Prices, Contracted Prices, subscription models, and percent-of-total. It also includes determining the expected outcomes of different pricing methods.
Topic 7	<ul style="list-style-type: none"> • Products: This section of the exam measures skills of Salesforce Administrators and covers setting up Products, Price Books, and Price Book Entries. It evaluates understanding of how the product catalog impacts CPQ data flow and the overall quoting process.

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Salesforce Certified CPQ Administrator Sample Questions (Q57-Q62):

NEW QUESTION # 57

Universal Containers Is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, It Is replaced with Premier Pro. What does the admin need to do to support this business requirement?

- A. Set the Upgrade Target field on the Premier Support Product record to Premier Pro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- **C. Set the Renewal Product field on the Premier Support Product record to Premier Pro.**
- D. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.

Answer: C

Explanation:

Requirement Overview:

* When renewing Contracts with Premier Support, it must automatically be replaced with Premier Pro.

Solution:

* The Renewal Product field on the Product record allows admins to specify a replacement Product for renewals.

Steps to Configure:

* Navigate to the Premier Support Product record.

* Populate the Renewal Product field with Premier Pro.

* Save and test the renewal process to confirm Premier Pro replaces Premier Support on the Quote.

Validation:

* Ensure all renewal Quotes replace Premier Support with Premier Pro automatically.

NEW QUESTION # 58

"UC wants to show a custom text field on their Quote Document. This field with API name `Additional_Text__c` already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- A. `{ISBQQ__Quote__c.Additional_Text__c}`
- **B. `{!quote.Additional_Text__c}`**
- C. `{ISBQQ__Quote__r.Additional_Text__c}"`
- D. `{!quote__r.Additional_Text__c}`

Answer: B

Explanation:

Field Location and API Name:

* The custom text field `Additional_Text__c` resides on the Quote object.

* In Salesforce CPQ, the correct syntax to reference fields in HTML templates is to use the merge field syntax appropriate to the object.

Syntax Explanation:

* `{!quote.Additional_Text__c}` directly references the field from the Quote object in a format recognized by the CPQ document generation engine.

* Alternative options such as `{ISBQQ__Quote__r.Additional_Text__c}` reference lookup relationships and do not apply here.

Salesforce CPQ Reference:

* As per the Quote Template Content documentation, use the merge fields directly associated with the object being utilized in the template .

NEW QUESTION # 59

Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product Family Y by 10% upon renewal.

Which two actions should the admin take to ensure CPQ applies the correct price uplift?

Choose 2 answers

- A. Fill in the appropriate Renewal Uplift Rate on each Quote Line record
- **B. Fill in the Appropriate Renewal Uplift Rate on each Subscription record.**
- C. Set the Renewal Pricing method on the Contract to Uplift
- **D. Set the Renewal Pricing Method on the Account to Uplift.**

Answer: B,D

Explanation:

Requirement:

* Apply different uplift rates to Product Families X and Y upon renewal.

Solution Steps:

* Option A: Set the Renewal Uplift Rate on each Subscription record for Product Families X and Y.

* Option C: Configure the Account's Renewal Pricing Method as "Uplift" to enable uplift calculations during renewal.

Why Other Options Are Incorrect:

* B and D: These options fail to apply the correct rates at the Subscription or Product Family level.

Salesforce CPQ Reference:

* Uplift rates and Renewal Pricing methods are outlined in CPQ Renewal Configuration Guidelines .

NEW QUESTION # 60

An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the Product Rule to fire within this specific bundle.

What is a valid setup for the Configuration Rule?

- A. The Configuration Rule must be associated with the Product Option records used in Product Actions.
- **B. The configuration Rule must be associated with the Parent Product in the bundle.**
- C. The Configuration Rule must be associated with the Product Feature used within the bundle.
- D. The Configuration Rule must be associated with Product records used in Product Actions.

Answer: B

Explanation:

Requirement:

* Ensure a Product Rule fires only within a specific bundle.

Solution:

* Associating the Configuration Rule with the Parent Product ensures that the rule executes only during configuration of the specified bundle.

Why Other Options Are Incorrect:

* A, B, C: Associating the rule with Product records, Features, or Options does not scope the rule specifically to the parent bundle.

Salesforce CPQ Reference:

* Configuration Rules and their association with Parent Products are documented in CPQ Configuration Rule Guidelines .

NEW QUESTION # 61

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

- A. \$480.00
- B. \$450.00
- C. \$500.00
- **D. \$470.00**

Answer: D

Explanation:

* Scenario Breakdown:

* List Price = \$100

* Quantity = 5

* Discount Schedule Type = Slab

* Discount Unit = Percent

* Slab Discount Mechanism:

* In a Slab Discount Schedule, the discount applies to the units within each tier individually, not cumulatively.

* If the quantity is within the first slab, no discount applies unless specified for that slab.

* Calculation:

* Assuming the Discount Schedule for the first slab (1-5) has a 6% discount:

* Regular Unit Price = List Price × (1 - Discount Percent)

* Regular Unit Price = \$100 × (1 - 0.06) = \$94 per unit.

* For 5 units: Total Price = \$94 × 5 = \$470.

* Validation: This approach aligns with Salesforce CPQ Discount Schedule functionality for Slab Type Discount.

NEW QUESTION # 62

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