

100% Pass Salesforce - Sales-Admn-202 - Efficient Salesforce Certified CPQ Administrator Actual Questions



All our team of experts and service staff are waiting for your mail on the Sales-Admn-202 exam questions all the time. As long as you encounter obstacles in the learning process on our Sales-Admn-202 training guide, send us an email and we will solve it for you at the first time. Please believe that Sales-Admn-202 Learning Materials will be your strongest backing from the time you buy our Sales-Admn-202 practice braindumps to the day you pass the exam.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	Bundle Configurations: This section of the exam measures skills of Salesforce Consultants and covers setting up bundle structures to meet various business requirements. It evaluates the ability to configure Product Rules that ensure bundles work properly according to defined processes.
Topic 3	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 4	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 5	• 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.
---------	---

>> Sales-Admn-202 Actual Questions <<

Valid Braindumps Sales-Admn-202 Questions & Sales-Admn-202 Reliable Test Dumps

Sales-Admn-202 practice materials are typically seen as the tools of reviving, practicing and remembering necessary exam questions for the exam, spending much time on them you may improve the chance of winning. However, our Sales-Admn-202 training materials can offer better condition than traditional practice materials and can be used effectively. We treat it as our major responsibility to offer help so our Sales-Admn-202 Practice Guide can provide so much help, the most typical one is their efficiency.

Salesforce Certified CPQ Administrator Sample Questions (Q183-Q188):

NEW QUESTION # 183

Universal Containers (UC) sells to partners in multiple regions. Each region has a unique price multiplier that should be applied to the pricebook price of the product.

A custom object has been created to maintain the regional multipliers for each region. Any discounts should be applied after the regional multiplier has been applied. An admin needs to create a Lookup Price Rule.

Which field should the admin configure the price action to update?

- A. The special price
- B. The list price
- **C. The customer price**
- D. The partner price

Answer: C

Explanation:

Scenario:

* Apply a regional multiplier to the pricebook price and subsequently apply discounts.

Solution:

* The Customer Price field stores the post-regional multiplier price, enabling further discounting.

Why Other Options Are Incorrect:

* A: Special Price is used for manual overrides, not automated calculations.

* B: Partner Price is unrelated to the customer's pricing structure.

* D: List Price remains constant and does not reflect discounts or multipliers.

Salesforce CPQ Reference:

* Price Rules and field updates are detailed in CPQ Pricing Logic Guidelines .

NEW QUESTION # 184

An Admin at Universal Containers wants to set up a product bundle that dynamically generates SKUs depending on what their users choose during the selling process. Which three fields are required for this type of configuration?

- **A. Component Code**
- **B. Configured Code Pattern**
- **C. Component Code Position**
- D. Custom Configuration Page
- E. Component Description Pattern

Answer: A,B,C

Explanation:

Dynamic SKU Generation:

* A dynamic SKU is created based on user choices during the configuration process. This requires fields that define patterns and positions for combining components into a single SKU.

Required Fields:

* Component Code Position: Determines the position of each component in the SKU.

* Component Code: Represents individual product codes that contribute to the SKU.

* Configured Code Pattern: Defines the overall pattern of the dynamically generated SKU.

Salesforce CPQ Reference:

* Dynamic SKU creation is described under Configuration and Product Bundling Guidelines .

NEW QUESTION # 185

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- **B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.**
- C. Create a custom Page Layout and add the custom Contract Name field to the layout.
- D. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.

Answer: B

Explanation:

Requirement Overview:

* Ensure that the Contract Name field is visible to users when initiating an Amendment.

Key Configuration:

* The Active Contract Lookup Field Set on the Contract object determines which fields appear when selecting a Contract for an Amendment.

Steps to Configure:

* Navigate to the Field Set named Active Contract Lookup on the Contract Object.

* Add the custom Contract Name field to the Field Set.

Validation:

* Test the Amendment process to confirm that the Contract Name field is visible.

NEW QUESTION # 186

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- A. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.
- **B. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.**
- C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- D. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.

Answer: B

Explanation:

Requirement:

* Hide products with the Product Family "Software" when a Configuration Attribute is set to "Perpetual." Solution:

* Use an Error Condition to evaluate the Product Family value on the Product Option record.

* Configure a Product Action to Show all products except those with the Product Family "Software." Mechanism:

* The Error Condition evaluates the Configuration Attribute's value against the Product Option.

* The Product Action ensures visibility is dynamically controlled based on the evaluated condition.

Salesforce CPQ Reference:

* Error Conditions and Product Actions are key components of Product Rules in CPQ to implement dynamic product behavior .

NEW QUESTION # 187

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- **A. A Create a Cost record in the Product's Costs related list.**
- B. Add the Cost to the Product's Price Book Entry Cost field.