

Salesforce Sales-Admn-202無料試験、Sales-Admn-202日本語復習赤本



さらに、Japancert Sales-Admn-202ダンプの一部が現在無料で提供されています：<https://drive.google.com/open?id=1iAiy7ayJvFEhqOyUp0sgoWtpgULDRVkt>

かつてないほどの才能の才能が大量に出てきたので、現代の才能はどのような能力を所有し、最終的に成功へと歩むべきでしょうか？ まあ、もちろん、それはあなたに社会での地位の資本を与えるSales-Admn-202試験資格認定です。Sales-Admn-202準備資料では、公式の試験銀行に最新の学習モデルと包括的な知識構造が表示されます。これは、技術スキルの向上と将来への価値の創造を目的としています。Sales-Admn-202試験の高度な質問とともにSales-Admn-202試験に合格する必要があります。

Salesforce Sales-Admn-202 認定試験の出題範囲：

トピック	出題範囲
トピック 1	<ul style="list-style-type: none">CPQプラットフォーム：このセクションでは、Salesforce管理者のスキルを評価し、ルックアップオブジェクトと数式を使用した価格ルール設計、設定、トラブルシューティングについて学習します。見積計算の順序、権限、レコードタイプ、項目セット、ページレイアウトに関する知識の応用が求められます。また、オブジェクト間のCPQデータフロー、ローカリゼーションと複数通貨の設定、パッケージレベルの設定、そしてCPQ管理パッケージをSalesforce組織に統合する方法についての理解も問われます。

トピック 2	<ul style="list-style-type: none"> 製品選択: このセクションでは、Salesforce管理者のスキルを評価し、検索フィルタ、項目セット、カスタムアクションなどのツールを通じた製品選択の実現方法を網羅します。これにより、ユーザーはビジネスニーズに合った製品を簡単に見つけ、設定できるようになります。
トピック 3	<ul style="list-style-type: none"> 見積テンプレート: このセクションでは、Salesforceコンサルタントのスキルを評価し、ビジネス要件に合わせた見積テンプレートの設定方法を網羅します。レイアウトとコンポーネントの設定を行い、プロフェッショナルな見積書を作成する方法を学びます。
トピック 4	<ul style="list-style-type: none"> 価格設定: このセクションでは、Salesforce管理者のスキルを評価します。割引表、ブロック価格、契約価格、サブスクリプションモデル、合計金額に対する割合といった適切な価格設定戦略の選択と適用について学びます。また、様々な価格設定方法の期待される効果の判定も含まれます。
トピック 5	<ul style="list-style-type: none"> 製品: このセクションでは、Salesforce管理者のスキルを評価し、製品、価格表、価格表エントリの設定について学習します。製品カタログがCPQデータフローと見積プロセス全体にどのような影響を与えるかについての理解度を評価します。

>> Salesforce Sales-Admn-202無料試験 <<

試験の準備方法-信頼的なSales-Admn-202無料試験試験-更新するSales-Admn-202日本語復習赤本

あなたはもうSalesforce Sales-Admn-202資格認定試験を申し込んでいましたか。いまのあなたは山となるSales-Admn-202復習教材と練習問題に面して頭が痛いと感じますか。Japancertは絶対にあなたに信頼できるウェブサイトなので、あなたの問題を解決するJapancertをお勧めいたします。役立つかどうか資料にあまり多い時間をかけるより、早くJapancertのサービスを体験してください。躊躇わなく、行動しましょう。

Salesforce Certified CPQ Administrator 認定 Sales-Admn-202 試験問題 (Q90-Q95):

質問 #90

Universal Containers (UC) sells product A with a tiered pricing model using a discount scheduled three discount tiers. UC signed an agreement that gives a client a 50% discount on product A with a flat rate for the next calendar year overriding the current discount schedule.

Which set of actions would meet these requirements?

- A. Create a price book for this client with a price book entry at half the price for Product A and create Flow that assigns this price book to all opportunities for this client.
- B. Create a product rule that clears the discount schedule and injects 50% into the Additional Discount field on the quote line for product A when the account associated with the quote is this client.
- C. Create a price rule that applies the 50% discount to the List Price and inserts it into the Customer's price field on the quote line when the account associated with the quote is this client.
- **D. Create a discount scheduled with the single discount tier at 0% discount and associated it with Contracted Price giving 50% discount to product A on this client's account record.**

正解: D

質問 #91

Universal Containers (UC) has asked their admin to add a new product selection rule to their flagship bundle.

In their flagship bundle, there is a nested bundle "Warranty" that contains three warranty options: Gold, Platinum, and Diamond. By default, there is no warranty option selected. If a user has not set a warranty option and selects the product option "Premium Container" in the flagship bundle, the Diamond warranty option should automatically be selected in the child bundle.

How should the UC admin set the configuration rule?

- A. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to 1.
- B. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to 2,
- **C. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to None.**
- D. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to None.

正解: C

解説:

Scenario:

* Automatically select the Diamond Warranty Option in the child bundle if Premium Container is selected in the parent bundle and no warranty is selected.

Solution:

* Child Bundle Condition Level = 1: Ensures the condition applies at the child bundle level.

* Child Bundle Action Level = None: Prevents overwriting user-selected options but enables automatic defaulting when none are selected.

Why Other Options Are Incorrect:

* B & C: Setting inappropriate levels may lead to overwriting user selections or incorrect rule execution.

* D: Setting both levels to None results in no action or condition enforcement.

Salesforce CPQ Reference:

* Configuration rules and child bundle handling are outlined in CPQ Bundle Configuration Guidelines

質問 #92

Universal Containers sells a nonrenewable subscription Product that is priced on a yearly basis.

Which Subscription field values should the admin set to meet this requirement?

- A. * Subscription Term: 1* Subscription Type: Evergreen* Subscription Pricing: Percent of Total
- **B. * Subscription Term: 12* Subscription Type: One-Time* Subscription Pricing: Fixed Price**
- C. * Subscription Term: 1* Subscription Type: One-Time* Subscription Pricing: Percent of Total
- D. * Subscription Term: 12* Subscription Type: Evergreen* Subscription Pricing: Fixed Price

正解: B

解説:

Requirement Overview:

* A nonrenewable subscription Product priced annually.

Key Field Configurations:

* Subscription Term = 12: Specifies an annual subscription.

* Subscription Type = One-Time: Indicates that the Product is nonrenewable.

* Subscription Pricing = Fixed Price: Defines a flat annual price.

Steps to Configure:

* Navigate to the Product record.

* Update the fields as specified above.

* Save and test by adding the Product to a Quote.

Validation:

* Confirm the subscription term and pricing are applied correctly and the product does not renew automatically.

質問 #93

Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products.

However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.

Which strategy should UC apply?

- A. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- **B. Create a Filter Product Rule and Product Action with Type set to Optional Filter.**
- C. Set the Default field on the Add Products Custom Action to TRUE.
- D. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.

正解: B

解説:

To manage a subset of eco-friendly products for opportunities flagged as eco-friendly while allowing flexibility to include all bundles, follow these steps:

Step 1: Create a Filter Product Rule

Filter Product Rules help define dynamic filtering of products displayed during the quoting process.

* Navigate to Product Rules

* Go to Salesforce Setup # Product Rules and click New.

* Set the Type to Filter and define a clear Name such as "Eco-Friendly Product Filter."

* Configure the Filter Logic

* Define the conditions to identify eco-friendly and bundle products.

* Use the Conditions related list to target the relevant product fields (e.g., a custom checkbox for eco-friendly products and a type field for bundles).

* Example condition:

* Field = Eco-Friendly Checkbox

* Operator = Equals

* Value = True

Step 2: Set up the Product Action

Product Actions define what the rule does when triggered.

* Add a Product Action

* In the Product Rule, go to the Product Actions related list and click New.

* Set the Type to Optional Filter. This allows the system to apply the filter by default but enables users to remove the filter and see all bundles.

* Link to Add Products Button

* Make sure this action links to the Add Products custom action.

Step 3: Ensure Opportunity Integration

The Opportunity flagged as eco-friendly must drive this behavior.

* Custom Field Dependency

* Ensure the Opportunity has a field (e.g., Eco-Friendly Checkbox) that can be referenced in the Filter Product Rule or through a related custom formula on the Quote.

* Dynamic Behavior

* When the Opportunity is flagged, the filter is applied dynamically, displaying only eco-friendly and bundle products in the Add Products dialog.

Step 4: Test and Validate

* Test the behavior by flagging different Opportunities as eco-friendly and verifying the Add Products functionality:

* Eco-Friendly flag # Default to eco-friendly products and bundles.

* No flag # All products, including non-eco-friendly bundles, are shown.

Additional Considerations:

* Search Filter Integration The Search Filter can complement this approach by providing additional options for users to refine their selections further.

* User Training Train sales reps on how to toggle the filter manually if needed.

This setup allows Universal Containers to meet its business objectives while maintaining flexibility for its sales team.

質問 # 94

When an Order is Contracted, the sales operations team needs to store a unique license number on the Asset record for each downloadable Product sold.

How should the Admin meet the business requirements?

- A. Set Asset Conversion for each downloadable Product to One per Quote Line.
- B. Set Asset Conversion for each downloadable Product to a custom value.
- **C. Set Asset Conversion for each downloadable Product to One per unit.**
- D. Set Asset Conversion for each downloadable Product to null.

正解: C

解説:

Requirement:

* A unique license number needs to be stored on the Asset record for each unit of a downloadable product sold.

Solution:

