

更新する-完璧なSales-Admn-202最新資料試験-試験の準備方法Sales-Admn-202日本語pdf問題



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>>> Sales-Admn-202最新資料 <<<

検証するSales-Admn-202最新資料 & 合格スムーズSales-Admn-202日本語pdf問題 | 一生懸命にSales-Admn-202受験対策

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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	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.
トピック 2	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.
トピック 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.
トピック 4	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.
トピック 5	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.
トピック 6	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.
トピック 7	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.

Salesforce Certified CPQ Administrator 認定 Sales-Admn-202 試験問題 (Q176-Q181):

質問 # 176

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the Line Editor Field Set on the Quote Line object. What does the admin need to do so the sales reps can search Campaign records in the Quote Line Editor without seeing a warning message?

- A. Add the lookup field to the Quote Line page layout.
- B. Create a twin field on the Campaign object using the same API name as the lookup field.
- C. Create and populate a Field Set on the Campaign object named CPQ_Lookup.
- D. Add the name of the lookup field into the Line Editor Field Set on the Quote object.

正解: C

解説:

* Understanding the Requirement:

* Universal Containers wants sales reps to associate Campaign records with Quote Lines using a lookup field in the Quote Line Editor.

* The requirement includes avoiding warning messages when searching for Campaign records.

* Salesforce CPQ Lookup Field Behavior:

* When a lookup field is added to the Quote Line Editor, Salesforce CPQ searches for records in the target object (e.g., Campaign).

* To avoid warnings, the target object (Campaign) must have a specific field set named CPQ_Lookup, which defines the fields displayed in the search results.

* Steps to Implement the Solution:

- * Step 1: Navigate to the Campaign object in Salesforce Setup.
 - * Step 2: Go to the "Field Sets" related list and click "New."
 - * Step 3: Name the field set CPQ_Lookup (case-sensitive).
 - * Step 4: Add the fields you want to display in the lookup search results (e.g., Campaign Name, Start Date, Owner).
 - * Step 5: Save the field set.
 - * Integration with the Quote Line Editor:
 - * The system will now use the fields defined in the CPQ_Lookup field set when sales reps perform a search for Campaign records.
 - * This ensures the lookup field operates without errors or warnings in the Quote Line Editor.
 - * Key Considerations:
 - * Ensure that all required fields for identifying Campaign records are included in the CPQ_Lookup field set.
 - * Test the lookup functionality in the Quote Line Editor to confirm smooth operation.
 - * Validation:
 - * Add a Campaign lookup field to a Quote Line in the Quote Line Editor and test the search functionality. Verify that the fields defined in the CPQ_Lookup field set appear in the search results without warnings.
- References:
Salesforce CPQ documentation on setting up lookup fields and field sets emphasizes creating a CPQ_Lookup field set to avoid warnings

質問 # 177

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

	Product A	Product B
Subscription Pricing	Fixed Price	Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. \$240, 00
- B. \$480, 00
- C. \$120, 00

正解: A

解説:

Subscription Product Configuration:

- * Product B uses the Percent of Total pricing model based on Product A's Net Price.
- * Product B's Percent of Total Base is set to "Net," and its Percent of Total Target is set to Product A.
- * Product B's Percent of Total (%) is configured as 10%.

Calculation:

- * Product A Net Total = \$2,400
- * Product B Net Total = 10% of Product A Net Total = $2,400 \times 0.1 = 240$

Salesforce CPQ Reference:

- * Percent of Total pricing logic is described under Percent of Total Products .

質問 # 178

Universal Containers wants to introduce a new Support SKU to be sold in increments of 1 month. The product is non-renewable but the support agreement can be canceled before the agreed End Date.

What should the admin configure in the product to meet this requirement?

- A. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- B. When creating the Product record, the SBQQ__SubscriptionType__c field and the SBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the Quote Line record to define the number of months of Support requested by the customer.
- C. When creating the Product record, the SBQQ__SubscriptionType__c field is set to Renewable. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.
- **D. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use the SBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Support requested by the customer.**

正解: D

解説:

Requirement:

* Sell a non-renewable support SKU in 1-month increments, with the ability to cancel before the agreed end date.

Solution:

* SubscriptionType = One-Time: Ensures the product is treated as a one-time charge, not renewable.

* SubscriptionTerm = Number of Months: Allows the quote to define the length of the support agreement.

Why Other Options Are Incorrect:

* A and C: These configurations do not align with the requirement to sell support in defined monthly increments.

* D: Marking the product as Renewable contradicts the requirement that the product is non-renewable.

Salesforce CPQ Reference:

* SubscriptionType and SubscriptionTerm fields are detailed in the Subscription Products configuration guide .

質問 # 179

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

正解: C

解説:

* 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.

質問 # 180

Universal Containers (UC) utilizes bundles to sell hardware and related accessories together as a package.

Several of the accessories are component-type Options, with quantities dependent on the hardware. UC wants to begin using split Orders to manage a fulfillment process, with Orders broken out based on when items are shipped to the customer.

What should UC consider before implementing split Orders ?

- A. The hardware bundle and component-type Options can be split manually.
- **B. The hardware bundle and component-type Options can be split into separate Orders without preserving the bundle structure.**
- C. The hardware bundle and component-type Options must be placed in the same Order together.
- D. The hardware bundle and component-type Options can be split using the Order By field.

正解: B

解説:

Requirement Overview:

* Universal Containers wants to use split Orders to manage fulfillment by separating items based on their shipping schedules.

Key Considerations:

* Component-type Options: When splitting Orders, component-type Options are treated independently and can be split into different Orders.

* Bundle Structure: Splitting Orders does not maintain the bundle structure, meaning the parent-child relationships of the bundle are not preserved in the split Orders.

Steps to Configure:

* Ensure that the Order by Quote Line Group field or a custom grouping field is used to facilitate splitting the Orders based on shipment schedules.

Validation:

* Test the split Order functionality by creating a Quote with a hardware bundle and ensuring that the bundle and components can be split appropriately.

質問 # 181

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