準備充分的Sales-Admn-202在線題庫和資格考試的領先材料提供商＆準確的Sales-Admn-202考題寶典

P.S. NewDumps在Google Drive上分享了免費的2026 Salesforce Sales-Admn-202考試題庫：https://drive.google.com/open?id=1kqFiBGVBzxaBw6uh_EW-ow9NYW1OBnzL

你現在十分需要與Sales-Admn-202認證考試相關的歷年考試問題集和考試參考書吧？每天忙於工作，你肯定沒有足夠的時間準備考試吧。所以，你很有必要選擇一個高效率的考試參考資料。當然，最重要的是要選一個適合自己的工具來更好地準備考試，這是一個與你是否可以順利通過考試相關的問題。所以，NewDumps的Sales-Admn-202考古題吧。

Salesforce Sales-Admn-202 考試大綱：

主題	簡介
主題 1	• 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.
主題 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.
主題 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.
主題 4	• 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.

主題 5	• 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.
主題 6	• 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在線題庫 <<

使用高質量的考試Sales-Admn-202在線題庫準備您的Salesforce Sales-Admn-202考試，當然通過

根據最新的擬真試題資訊，Salesforce Sales-Admn-202 認證擬真試題更新了，該擬真試題評估的適當性和資料的品質進行資料集成的積極性。本擬真試題已經幫助很多的考生順利通過 Sales-Admn-202 考試，獲取證書。Salesforce Sales-Admn-202 認證擬真試題是有經驗的專家根據最新的考試指南編訂，經過很多次測驗適合全球考生使用，考生可以享受一年更新服務。考生可以參照最新的 Sales-Admn-202 認證部分模擬試題。

最新的 Salesforce Administrator Sales-Admn-202 免費考試真題 (Q63-Q68):

問題 #63

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__SubscriptionType__c field is set to Renewable. Usethe SBQQ__5ubscriptionTerm__c field on the Quote record to define the number of months ofSupport requested by the customer.
- B. When creating the Product record, the SBQQ__SubscriptionType__c field and theSBQQ__AssetConversion__c field are set to Null. Use the SBQQ__Quantity__c field on the QuoteLine record to define the number of months of Support requested by the customer.
- C. When creating the Product record, the SBQQ__SubscriptionPricing__c field is set to None. Use theSBQQ__Quantity__c field on the Quote Line record to define the number of months of Supportrequested by the customer.
- D. A When creating the Product record, the SBQQ__SubscriptionType__c field is set to One-Time. Use theSBQQ__SubscriptionTerm__c field on the Quote record to define the number of months of Supportrequested by the customer.

答案：D

解題說明：
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 .

問題 #64

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- B. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- C. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- D. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

答案：B

解題說明：
Dynamic Features:
* A Dynamic Feature allows administrators to automatically update or populate Product Options for a bundle based on defined rules and conditions.
Filter Product Rules:
* Applying a Filter Product Rule ensures that only relevant or newly available products appear as options for the bundle. This reduces manual maintenance while keeping the bundle dynamic.
Salesforce CPQ Reference:
* Dynamic Features and Filter Product Rules are part of advanced bundling techniques documented under Product Configuration .

問題 #65
A renewal quote has been generated through automation 45 days before the contract ends on December 31.
The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.
How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.
- B. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- C. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- D. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.

答案：B

解題說明：
Scenario:
* The customer wants to increase the subscription quantity for the last month of the contract. The renewal Opportunity must reflect this change.
Solution:
* Generate an Order from the amendment Opportunity to capture the changes.
* Contract the amendment Order to update the Contract.
* Refresh the renewal Quote to synchronize the increased quantity.
Why Other Options Are Incorrect:
* B: Terminating the contract with a specific end date is unnecessary for this scenario.
* C & D: Deleting Renewal Opportunities or Quotes adds unnecessary manual steps and risks data integrity.
Salesforce CPQ Reference:
* The process for handling amendments and renewals is detailed in Amendments and Renewal Configuration Guidelines .

問題 #66
Universal Containers (UC) offers several enterprise server bundles with professional services. UC has a large catalog of professional services that are compatible with any server. New professional services are constantly being introduced. UC wants to design the product configuration to minimize maintenance and ensure scalability.
Which two actions should the admin take to construct these new bundles?
Choose 2 answers

- A. Create a Dynamic Feature for Professional Services Products.

- B. Create a nested bundle that contains all Professional Services Products.
- C. Create a Filter Product Rule with a Product Action filtering for Professional Services Products.
- D. Create a new Custom Action that is filtered to show only Professional Services Products.

答案：A,C

解題說明：
Requirement:
* Minimize maintenance and ensure scalability for professional services in enterprise server bundles.
* New professional services are introduced frequently, requiring dynamic handling.
Solution Steps:
* Dynamic Feature (B): Allows dynamic grouping and population of professional services products, ensuring that new services are automatically included in the configuration without manual updates.
* Filter Product Rule (D): Ensures only compatible professional services are displayed by applying a filtering condition with a Product Action.
Why Other Options Are Incorrect:
* A: Custom Actions are useful for guiding users during selection but do not minimize maintenance or scale dynamically.
* C: A nested bundle containing all services is cumbersome to maintain as new services are introduced.
Salesforce CPQ Reference:
* Dynamic Features and Filter Product Rules are key tools for managing scalable configurations .

問題 #67
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:
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. $480, 00
- B. $240, 00
- C. $120, 00

答案：B

解題說明：
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 = 2,400×0.1=2402,400 \times 0.1 = 2402,400×0.1=240.
Salesforce CPQ Reference:
* Percent of Total pricing logic is described under Percent of Total Products .

問題 #68
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