

Sales-Admn-202 Interactive EBook - Valid Sales-Admn-202 Mock Exam



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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"> 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 5	<ul style="list-style-type: none"> • 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 6	<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.
Topic 7	<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.

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The most attractive thing about a learning platform is not the size of his question bank, nor the amount of learning resources, but more importantly, it is necessary to have a good control over the annual propositional trend. The Sales-Admn-202 study materials through research and analysis of the annual questions, found that there are a lot of hidden rules are worth exploring, plus we have a powerful team of experts, so the rule can be summed up and use. The Sales-Admn-202 Study Materials can be based on the analysis of the annual questions, it is concluded that a series of important conclusions related to the qualification examination, combining with the relevant knowledge of recent years, then predict the direction which can determine this year's exam. Sales-Admn-202 study materials will improve the ability to accurately forecast the topic and proposition trend this year.

Salesforce Certified CPQ Administrator Sample Questions (Q51-Q56):

NEW QUESTION # 51

Universal Containers sells a bundle Product which contains many Features and Options. Users report that the bundle is difficult to configure due to a significant amount of scrolling to find the desired Features and Options.

What are three ways the admin can adjust the design of this bundle to reduce scrolling in Configuration?

Choose 3 answers

- A. Group the Product Features of the bundle into tabs using the Category field.
- B. Set System to True on the Product Options to be excluded from the Configurator.
- C. Change Option Layout to Tabs on the bundle Product.
- D. Change Enable Large Configuration to True on the bundle Product.
- E. Set Option Selection Method to Add on the Product Features.

Answer: A,C,E

Explanation:

Requirement Overview:

* Reduce scrolling in the configurator for a bundle with many Features and Options.

Solutions:

* A. Option Selection Method = Add: Allows users to select options from a pop-up window instead of scrolling through the configurator.

* D. Group Features into Tabs: Use the Category field to group Features into tabs for easier navigation.

* E. Option Layout = Tabs: Configure the bundle to display Options in a tabular format, reducing scrolling.

Steps to Configure:

* Set the Option Selection Method to Add on relevant Product Features.

* Populate the Category field on Product Features to group them into tabs.

* Change the Option Layout on the bundle Product to Tabs.

Validation:

* Test the configurator to ensure the layout reduces scrolling and improves usability.

NEW QUESTION # 52

How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Active checkbox on Reconfigure Line Custom Action to False.
- B. Set the Configuration Type to Allowed and Configuration Event to Always.
- C. Set the Configuration Type to Allowed and Configuration Event to Add.
- D. Set the Configuration Type to Disabled.

Answer: C

Explanation:

* Requirement:

* Prevent users from reconfiguring a bundle after its initial configuration.

* Solution:

* Set Configuration Type to Allowed to permit configuration during initial setup.

* Set Configuration Event to Add to allow configuration only when the product is added, blocking reconfiguration later.

* Why Other Options Are Incorrect:

* A: Disabled blocks all configuration, including initial setup.

* B: Configuration Event = Always allows continuous reconfiguration.

* D: Reconfigure Line Custom Action is unrelated to this requirement.

* Salesforce CPQ Reference:

* Configuration Type and Event settings are documented in Bundle Configuration .

NEW QUESTION # 53

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- B. Set Pricing Method to Fixed Price on the Product record.
- C. Set Non-Discountable to True on the Product record.
- D. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- E. Set Pricing Method to Block on the Product record.

Answer: C,D,E

Explanation:

Requirement:

* Use fixed pricing for quantity tiers without additional discounts.

Solution Steps:

* B: Marking the product as Non-Discountable prevents additional discounts.

* D: Set the Pricing Method to Block to define fixed prices per quantity tier.

* E: Create Block Pricing records to define fixed prices for each quantity tier (e.g., 1-5 licenses = \$1,000).

Why Other Options Are Incorrect:

* A: Fixed Price is not suitable for tiered pricing.

* C: Slab Discount Schedules are not used for block pricing.

Salesforce CPQ Reference:

* Tiered and Block Pricing setups are detailed in Pricing Configuration .

NEW QUESTION # 54

An admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the user should not be allowed to select both Product C and Product D at the time.

How should the admin set up Bundle A to accomplish this?

- A. Create a Product Feature and set both Min Options and Max Options to 1.

- B. Create an Option Constraint and set Type = Dependency
- **C. Create an Option Constraint and set Type = Exclusion.**
- D. Create a Product Feature and set both Min Options and Max Options to 4.

Answer: C

Explanation:

Requirement:

* Prevent users from selecting both Product C and Product D in a bundle configuration.

Solution:

* Using an Option Constraint with Type = Exclusion ensures that selecting one product automatically excludes the other.

Why Other Options Are Incorrect:

* A: Dependency constraints ensure one product depends on another, which is the opposite of the requirement.

* B & D: Setting Min Options and Max Options in a Product Feature does not enforce mutual exclusivity.

Salesforce CPQ Reference:

* Option Constraints and their configuration are detailed in CPQ Bundling Guidelines .

NEW QUESTION # 55

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 Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- C. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- **D. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.**

Answer: D

Explanation:

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 .

NEW QUESTION # 56

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