

시험대비Sales-Admn-202시험덤프샘플최신버전덤프샘플문제다운



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ITDumpsKR에서 제공되는Salesforce Sales-Admn-202인증시험덤프의 문제와 답은 실제시험의 문제와 답과 아주 유사합니다. 아니 거의 같습니다. 우리ITDumpsKR의 덤프를 사용한다면 우리는 일년무료 업데이트서비스를 제공하고 또 100%통과 율을 장담합니다. 만약 여러분이 시험에서 떨어졌다면 우리는 덤프비용전액을 환불해드립니다.

IT업계의 치열한 경쟁속에 살아 남으려면 자신의 능력을 증명하여야 합니다. 국제승인을 받는 IT인증자격증을 많이 취득하시면 취직이든 승진이든 이직이든 모든 면에서 이득을 볼수 있습니다. 최근 Salesforce인증 Sales-Admn-202시험에 도전하는 분이 많은데 ITDumpsKR에서 Salesforce인증 Sales-Admn-202시험에 대비한 가장 최신버전 덤프 공부가이드를 제공해드립니다.

>> Sales-Admn-202시험덤프샘플 <<

Sales-Admn-202시험덤프샘플 인증시험

우리는 고객이 첫 번째 시도에서Salesforce Sales-Admn-202 자격증 시험을 합격할수있다는 것을 약속드립니다. Salesforce Sales-Admn-202 시험을 합격하여 자격증을 손에 넣는다면 취직 혹은 연봉인상 혹은 승진이나 이직에 확실한 가산점이 될것입니다. Salesforce Sales-Admn-202시험 어려운 시험이지만 저희Salesforce Sales-Admn-202덤프로 조금이나마 쉽게 따봅시다.

최신 Salesforce Administrator Sales-Admn-202 무료샘플문제 (Q176-Q181):

질문 # 176

Universal Containers (UC) uses USD, GBP, and EUR and has Multi-Currency enabled.

UC products have two sets ofUSD prices: one for American customers and one for Asia Pacific customers.

UC products have one set ofEUR and GBP prices for European customers.

What is the most effective way to set up DCs Price Books?

- A. USD, Europe - EUR, Europe - GBP). Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia
- B. Create three Price Books, one for each region (America, Asia Pacific, Europe).
- C. Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific - EUR, Europe - GBP, and Europe - USD).
- D. Create three Price Books, one for each currency (USD, EUR, GBP),

정답: C

설명:

Requirement Overview:

* Universal Containers uses multiple currencies (USD, EUR, GBP) and requires specific pricing based on regions (America, Asia

Pacific, Europe).

Solution Details:

- * Create four Price Books, where each Price Book covers a unique combination of region and currency.
- * America - USD: Prices for American customers.
- * Asia Pacific - USD: Prices for Asia Pacific customers.
- * Europe - EUR: Prices for European customers using EUR.
- * Europe - GBP: Prices for European customers using GBP.

Steps to Configure:

- * Navigate to Setup > Price Books and create a new Price Book for each combination.
- * Assign relevant Price Book Entries for the products in each Price Book.
- * Use sharing rules to restrict access to the appropriate Price Books for users in each region.

Validation:

- * Ensure users can access and use the correct Price Book based on their region and currency.

질문 # 177

An Admin creates a Search Filter for Product Code that has a predefined Filter Value of Green and an operator of "starts with". If the Search Filter is visible, how can sales reps interact with the filter on the Product Selection screen?

- A. Sales reps can change the operator from "starts with" to "contains".
- B. Sales reps can replace the text, but are unable to leave the required field blank.
- C. Sales reps can see the filter, but are unable to alter the filter text.
- **D. Sales reps can delete the text to ignore the filter.**

정답: D

설명:

In Salesforce CPQ, when search filters are configured with predefined values and visible to sales reps, their interaction with the filter is determined by the filter's configuration and available operators. The behavior described here is tied to Search Filters in the Product Selection screen, which allow users to refine the list of displayed products based on specific criteria.

* Search Filter Configuration:

* Predefined Filter Value: Here, the filter is set with a value ("Green").

* Operator: The operator "starts with" limits the search to product codes beginning with the text "Green."

* Sales Rep Interaction with the Filter:

* The visibility of the search filter enables sales reps to view and interact with the criteria during product selection.

* Specifically, sales reps have the ability to delete the predefined text to ignore the filter and retrieve a broader or unrestricted product list.

* Documentation Alignment: According to Salesforce CPQ guidelines (as referenced in the Salesforce CPQ package settings and user behaviors), if filters are not marked as "required," users can remove or modify the filter values dynamically. This is designed to offer flexibility during quoting while maintaining filter defaults for ease of use.

The interaction described above aligns with Salesforce CPQ's behavior regarding visible search filters, emphasizing that sales reps can clear the filter text unless restricted by additional customization.

* Use Case Reference:

* When a sales rep begins a quote and searches for products, the filter defaults to "Green."

* If the rep does not want to limit the product search to codes starting with "Green," they can simply remove the text and refresh the results.

Relevant Salesforce CPQ References:

* Search Filters in the Quote Line Editor section of CPQ documentation .

* Guidelines for Search Filter Configuration and behaviors when visible filters are not required .

질문 # 178

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per Quote Line Group.

- A. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.
- B. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.

- C. Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.
- D. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.

정답: C

설명:

Requirement:

* Organize quoted products by project milestones and generate a separate Order for each Quote Line Group.

Solution:

* Use Salesforce automation to set the Order by Quote Line Group field on the Quote. This ensures the system generates separate Orders based on the grouping in the Quote Line Editor.

Why Other Options Are Incorrect:

- * B: Relying on notes is manual and error-prone, lacking automation for generating separate Orders.
- * C: Validation Rules prevent specific actions but do not help organize Orders by Quote Line Group.
- * D: Custom picklist fields are unnecessary when Order by Quote Line Group exists as a standard feature.

Salesforce CPQ Reference:

* The Order by Quote Line Group feature is outlined in Order Management Configuration .

질문 # 179

Universal Containers uses over 45,000 different container Product records with CPQ. When a sales rep views the Add Products page, a list of the first 2,000 Products is displayed in a disorganized manner. The product management team wants the products to display in collapsible groups based on the product family.

How should a CPQ specialist enable this functionality from the

Salesforce CPQ managed package configuration settings?

- A. Add the Product Family field to the Search Results Field Set on the Product object.
- B. Select Product Family in the Product Search Plugin field in Plugins.
- C. Select Product Family in the Product Results Group Field Name field In Additional Settings.
- D. Check the Solution Groups Enabled checkbox, set Object to Quote Line, and set Name Field to Product Family.

정답: C

설명:

Requirement:

* Group products in collapsible sections based on Product Family in the Add Products page.

Solution:

* Set the Product Results Group Field Name in Additional Settings to Product Family. This groups products by their Product Family in the Add Products page.

Why Other Options Are Incorrect:

- * A: Solution Groups apply to Quote Lines, not the Add Products page.
- * B: Adding fields to the Search Results Field Set does not enable grouping functionality.
- * C: The Product Search Plugin is unrelated to grouping.

Salesforce CPQ Reference:

* Configuring product grouping is detailed in CPQ Product Search and Results Configuration .

질문 # 180

The sales manager at Universal Containers wants to ensure that bundles:

- * Cannot be reconfigured when a Renewal Quote is created.
- * Allow sales reps to configure bundles only on new or amendment quotes.

What should the CPQ specialist do to meet these requirements?

- A. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to "Renewal".
- B. Ensure SBQQ__ReconfigurationDisabled__c is set to TRUE on the Bundle product.
- C. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is not equal to "Renewal".
- D. Ensure SBQQ__ReconfigurationDisabled__c is set to "Disabled" on the Bundle product.

정답: C

설명:

Requirement Overview:

* Prevent bundles from being reconfigured in Renewal Quotes while allowing configuration during new or amendment Quotes.

Solution:

* Use a Custom Action Condition to control when the Reconfigure Line action is available.

* Set the condition to exclude Renewal Quotes (SBQQ__Type__c != "Renewal").

Steps to Configure:

* Navigate to the Custom Action Condition related to the Reconfigure Line action.

* Set the condition criteria to ensure the action is only available for non-Renewal Quotes.

Validation:

* Test by creating Renewal, New, and Amendment Quotes and verifying the Reconfigure Line action behaves as expected.

질문 # 181

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Sales-Admn-202최고덤프자료 : <https://www.itdumpskr.com/Sales-Admn-202-exam.html>

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