

Sales-Admn-202 Prüfungs - Sales-Admn-202 Zertifizierungsfragen



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Sie sollen Methode zum Erfolg, nicht Einwände für die Niederlage finden. Es ist doch nicht so schwer, die Salesforce Sales-Admn-202 Zertifizierungsprüfung zu bestehen. Die Schulungsunterlagen zur Salesforce Sales-Admn-202 Zertifizierungsprüfung von EchteFrage zu wählen ist eine gute Wahl, die Ihnen zum Bestehen der Salesforce Sales-Admn-202 Prüfung verhelfen. Sie sind auch die beste Abkürzung zum Erfolg. Jeder will Erfolg erlangen. Hauptsache, man muss richtige Wahl treffen.

Salesforce Sales-Admn-202 Prüfungsplan:

Thema	Einzelheiten
Thema 1	<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.
Thema 2	<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.
Thema 3	<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.
Thema 4	<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.

Thema 5	<ul style="list-style-type: none"> • 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.
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>> Sales-Admn-202 Prüfungs <<

Salesforce Sales-Admn-202 Quiz - Sales-Admn-202 Studienanleitung & Sales-Admn-202 Trainingsmaterialien

Um Ihnen bei der Vorbereitung der Salesforce Sales-Admn-202 Zertifizierungsprüfung zu helfen, haben wir umfassende Kenntnisse und Erfahrungen. Die von uns bearbeiteten Fragenkataloge werden Ihnen helfen, das Zertifikat leicht zu erhalten. Die Schulungsunterlagen von EchteFrage umfassen die freie Tests, Fragen und Antworten, Übungen sowie Lerntipps zur Salesforce Sales-Admn-202 Zertifizierungsprüfung.

Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q201-Q206):

201. Frage

Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

* Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.

* Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000, Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied. 5 the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

- **A. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 18* Product B Net Total = \$36,000**
- B. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 1* Product B Net Total = \$360,000
- C. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 18* Product B Net Total = \$540,000

Antwort: A

Begründung:

Scenario:

* Product A has a 36-month Subscription Term with a List Price of \$36,000.

* Product B has a 1-month Subscription Term with a List Price of \$2,000.

* Quote Subscription Term is 18 months.

Calculation:

* Product A Prorate Multiplier = $18 / 36 = 0.5$.

* Net Total = $\$36,000 \times 15 \times 0.5 = \$270,000$.

* Product B Prorate Multiplier = $18 / 1 = 18$.

* Net Total = $\$2,000 \times 15 \times 18 = \$36,000$.

Why Other Options Are Incorrect:

* A: The Net Total for Product B is incorrectly inflated.

* C: The Prorate Multiplier for Product B should reflect the Quote Term-to-Subscription Term ratio, not default to 1.

Salesforce CPQ Reference:

* Prorated pricing and multiplier calculations are explained in Subscription Pricing Guidelines .

202. Frage

A user has added multiple bundles to the Quote. Each bundle consists of Product Options of the Product Families:

* Hardware

* Licenses

* Maintenance

On the output document, different line columns need to be rendered that contain the Products of each Family.

Moreover, the Product Options of each Family need to be rendered separately for each bundle.

Which two steps should the admin take to meet the requirement? (Choose two.)

- **A. Construct a formula field on the Quote Line object that returns the bundle's Name and Number, and use this field in the Group field on the Line Item section.**
- B. Create a different Line Item section for each Product Family, and leverage the Filter field to show the correct products.
- **C. Create a different Line Item section for each Product Family and leverage the Conditional Print field to show the correct products.**
- D. Populate the Sort Order field on each Product record to properly sort the Quote Lines within each section.

Antwort: A,C

Begründung:

Requirement:

* Render separate Line Item sections for each Product Family and bundle on the output document.

Solution Steps:

* Option B: Create a Line Item section for each Product Family and use the Filter field to display only the relevant products for each section.

* Option C: Use a formula field on the Quote Line object to identify the bundle's Name and Number, then set this field in the Group field to group lines within each section.

Why Other Options Are Incorrect:

* A: The Conditional Print field is not used for rendering specific Product Families in Line Item sections.

* D: Sort Order on Product records does not meet the grouping and filtering requirements for the output document.

Salesforce CPQ Reference:

* Document generation and Line Item grouping are detailed in Quote Templates Configuration .

203. Frage

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

- **A. Product Option**
- B. Product
- C. Segmented Product
- **D. Contracted Price**

Antwort: A,D

Begründung:

Hierarchy of Discount Schedule Application:Salesforce CPQ applies Discount Schedules based on object precedence.

* Contracted Price: Overrides Discount Schedules at the Product or Feature level when specific pricing agreements are in place for an Account.

* Product Option: A Discount Schedule on a Product Option takes precedence over one defined at the Product Feature level.

Key Configurations:

* Contracted Price: Navigate to the Contracted Price record and add the Discount Schedule.

* Product Option: Assign the Discount Schedule on the Product Option record.

Validation:

* Test configurations to confirm the Discount Schedule is applied at the appropriate level and overrides the Feature-level Discount Schedule.

204. Frage

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- A. Set the Configuration Attribute with Apply to Product Options to True.
- B. Set up a Lookup Price Rule referencing a custom object.
- C. Create a bundle level Configuration Attribute.
- D. Create a Feature level Configuration Attribute.

Antwort: A,C

Begründung:

Requirement:

* Ensure that the cubic volume selected at the bundle level applies to all Product Options.

Solution:

* Option C: Setting the Configuration Attribute's Apply to Product Options to True ensures the selected value cascades to all Product Options within the bundle.

* Option D: Creating a bundle-level Configuration Attribute allows sales reps to select a single cubic volume value that governs all Product Options in the bundle.

Why Other Options Are Incorrect:

* A: Lookup Price Rules reference external objects but are not relevant to syncing a volume value across Product Options.

* B: Feature-level Configuration Attributes are scoped to specific features, not the entire bundle.

Salesforce CPQ Reference:

* The functionality of Configuration Attributes and their application to Product Options is documented in Bundle Configuration Guidelines .

https://help.salesforce.com/s/articleView?id=sf.cpq_config_attribute_guidelines.htm&type=5

205. Frage

Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.

How should the Admin set up this data flow?

- A. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.
- B. Renewal Quote Line values are automatically mapped from original Quote Lines.
- C. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- D. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

Antwort: A

Begründung:

Requirement:

* Ensure that custom field data from original Quote Lines flows into Renewal Quote Lines.

Solution:

* Use twin fields on the Asset and Subscription objects to store and transfer data. Twin fields are automatically mapped during renewal processes, ensuring data flows seamlessly.

Why Other Options Are Incorrect:

* A: A formula field cannot persist data on Renewal Quotes.

* B: Automatic mapping does not apply to custom fields without twin fields.

* C: A Price Rule is unnecessary when twin fields handle this data flow.

Salesforce CPQ Reference:

* Twin fields and their functionality are described in CPQ Subscription Management .

206. Frage

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EchteFrage spezialisiert sich auf die Schulungsunterlagen zur Salesforce Sales-Admn-202 Zertifizierungsprüfung. Mit EchteFrage brauchen Sie sich keine Sorgen für die Salesforce Sales-Admn-202 Zertifizierungsprüfung zu machen. Die Zertifizierungsantworten von EchteFrage sind qualitativ hochwertig. Sobald Sie EchteFrage wählen, können Sie in kurzer Zeit die Prüfung mit einer hohen Note die Salesforce Sales-Admn-202 Zertifizierungsprüfung effizient bestehen und bessere Resultate bei weniger Einsatz erzielen.

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