

Salesforce Sales-Admn-202 Lernressourcen & Sales-Admn-202 Zertifikatsdemo



Laden Sie die neuesten Fast2test Sales-Admn-202 PDF-Versionen von Prüfungsfragen kostenlos von Google Drive herunter:
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Fast2test zusammengestellt Salesforce Sales-Admn-202 mit Original-Prüfungsfragen und präzise Antworten, wie sie in der eigentlichen Prüfung erscheinen. Eine der Tatsachen Sicherstellung einer hohen Qualität der Salesforce Certified CPQ Administrator-Prüfung ist die ständig und regelmäßig zu aktualisieren. Fast2test ernennt nur die besten und kompetentesten Autoren für ihre Produkte und die Prüfung Fast2test Sales-Admn-202 zum Zeitpunkt des Kaufs ist absoluter Erfolg.

Salesforce Sales-Admn-202 Exam Overview:

Certification Vendor:	Salesforce
Exam Name:	Salesforce Certified CPQ Administrator
Exam Number:	Sales-Admn-202
Passing Score:	68
Exam Price:	\$200 USD
Available Languages:	English
Related Certifications:	Salesforce Certified Administrator Salesforce Certified Salesforce Platform Developer I
Certificate Validity Period:	2 years
Exam Duration:	105 minutes
Real Exam Qty:	60
Exam Format:	Multiple Choice, Multi-Select
Sample Questions:	Salesforce Sales-Admn-202 Sample Questions
Exam Way:	Online proctored or in-person testing center
Pre Condition:	Recommended: Salesforce Administrator certification and hands-on experience with Salesforce CPQ implementation
Official Syllabus URL:	https://trailhead.salesforce.com/credentials/cpqadmin

>> **Salesforce Sales-Admn-202 Lernressourcen** <<

Sales-Admn-202 Zertifikatsdemo - Sales-Admn-202 Echte Fragen

Benötigen Sie sich noch um die Salesforce Sales-Admn-202 Zertifizierungsprüfung? Wollen Sie schneller Ihren Traum verwirklichen? Bitte wählen Sie die Sales-Admn-202 Schulungsmaterialien von Fast2test. Wenn Sie Fast2test wählen, ist es kein Traum mehr, das

Salesforce Sales-Admn-202 Prüfungsplan:

Thema	Einzelheiten
Thema 1	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.
Thema 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.
Thema 3	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 4	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.
Thema 5	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.
Thema 6	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 7	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.

Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q151-Q156):

151. Frage

Universal Containers (UC) sells a product that Percent of Total to determine its price. UC wants to ensure that this product is always priced at a minimum of \$100, even if the calculated amount falls under \$100.

Which two steps should the Admin take to meet this requirement? Choose 2 answers

- **A. Create a Price Book Entry of \$100 for the product**
- B. Set the Price Book Entry custom field Percent_of_Total_Target_c to \$100.
- **C. Create a Price Book Entry of \$0 for the product.**
- D. Set the product's Percent of Total Constraint field to List price is minimum.

Antwort: A,C

Begründung:

Requirement:

* Ensure a product priced as a Percent of Total has a minimum price of \$100.

Solution Steps:

* Option A: Create a Price Book Entry of \$100 to set the minimum price for the product.

* Option D: Create a \$0 Price Book Entry to handle scenarios where Percent of Total calculation would otherwise drop below

\$100.

Why Other Options Are Incorrect:

* B: The custom Percent_of_Total_Target_c field is not used for minimum pricing enforcement.

* C: The Percent of Total Constraint field alone does not enforce minimum pricing.

Salesforce CPQ Reference:

* Percent of Total pricing and minimum price settings are described in CPQ Pricing Configuration .

152. Frage

A user created a Quote containing two Products. The Subscription Pricing field on Product A is blank. Product B has Subscription Pricing set to Percent of Total and both Products share the same Percent of Total Category. When the Contract is renewed, both Products are shown in the renewal Quote, but Product A has a Net Total of zero. Why does Product A have a Net Total of zero?

- A. Product A is an Asset that the customer already owns.
- **B. Renewal Model was set to Asset Based at the Account Level.**
- C. The Asset Conversion behavior on the Product must be set to Allow Renewals.
- D. Include Net-New Products in Maintenance must be flagged in CPQ Package settings.

Antwort: B

Begründung:

Scenario:

Product A has no Subscription Pricing, while Product B uses Percent of Total with a shared category.

During renewal, Product A has a Net Total of zero.

Reason:

When the Renewal Model is set to Asset-Based, only assets tied to the Contract are included in the renewal.

Since Product A has no Subscription Pricing, it is not treated as a subscription and thus has a Net Total of zero.

153. Frage

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.

What should the admin set up to satisfy this requirement?

- A. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- B. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.
- C. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- **D. A value of 10 should be added to the Max Options field on the feature record.**

Antwort: D

Begründung:

Requirement Overview:

* Limit users from selecting more than 10 product options within a specific Product Feature.

Key Mechanism:

* The Max Options field on the Feature record limits the maximum number of product options that can be selected for that feature.

Steps to Configure:

* Navigate to the Feature Record associated with the Product Bundle.

* Set the Max Options field to 10.

* Save and test by adding the Product Bundle to a Quote.

Validation:

* When a user attempts to select more than 10 product options within the feature, Salesforce CPQ will prevent further selections and display an appropriate message.

154. Frage

What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions
- B. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions

- C. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- **D. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions**

Antwort: D

Begründung:

Data Import Order for Quote Templates:

Salesforce CPQ requires Quote Template data to be imported in a structured order to ensure that relationships between objects are correctly established. Quote Template: Base structure for the quote document.

Template Sections: Define sections of the quote.

Line Columns: Specify how data appears in tables within the quote. Template Content: Includes HTML and text for the quote layout.

Quote Terms: Define legal or contractual terms.

Term Conditions: Conditions related to the terms.

155. Frage

What are two considerations the CPQ specialist should take into account when authorizing the Salesforce CPQ calculation service for a user who is currently logged in? Choose 2 answers

- A. The user must have access to the CPQ quote and all related objects.
- **B. The user that authorizes the calculation service is a non-human admin user.**
- C. The user that authorizes the calculation service has API Only enabled.
- **D. The users role should be placed at the top of the Role Hierarchy.**

Antwort: B,D

Begründung:

Considerations for Authorizing Calculation Service:

The Calculation Service must be authorized by a user who has sufficient privileges and stable permissions.

Solution Steps:

Option B: Use a non-human admin user (e.g., an integration user) to authorize the Calculation Service. This ensures consistent access and avoids disruptions due to personnel changes.

Option C: Place the user at the top of the Role Hierarchy to ensure full visibility and access across relevant objects.

156. Frage

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