

Certification Salesforce Sales-Admn-202 Questions, Study Sales-Admn-202 Plan



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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">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.
Topic 3	<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.

Topic 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.
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"> • 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 7	<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.

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Salesforce Certified CPQ Administrator Sample Questions (Q18-Q23):

NEW QUESTION # 18

When amending a contract, users have reported that the net pricing of some products is incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted. What is the likely cause?

- A. A Price Rule is firing On Calculate and changing the Effective Quantity.
- B. A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- C. The Revised Quantity has been set on the Subscription record.
- **D. The products have a Discount Schedule and Cross Order is unselected.**

Answer: D

Explanation:

When amending a contract in Salesforce CPQ, the net pricing of products can sometimes appear incorrect, especially when quantities are adjusted on existing subscriptions. The "Revised Quantity" field on the Subscription record is used during amendments to reflect the updated quantity of a subscription product after the amendment. If this field is set incorrectly or unexpectedly (e.g., manually or via automation), it can override the expected quantity and cause discrepancies in pricing calculations, especially for existing products. This aligns with the scenario where the issue only occurs when quantities are adjusted on existing products. Option B (Price Rule firing On Calculate) could affect pricing but typically wouldn't target only existing products or cause quantity-specific issues unless explicitly designed to do so. Option C (Price Rule firing Before Calculate) might alter pricing but wouldn't directly tie to quantity adjustments on amendments.

Option D (Discount Schedule with Cross Order unselected) affects pricing tiers but isn't directly related to amendment quantity adjustments. Per Salesforce CPQ documentation, the "Revised Quantity" field is a key factor in amendment scenarios impacting pricing consistency.

References: Salesforce CPQ Documentation - "Amending Subscriptions" and "Subscription Fields" (Revised Quantity).

NEW QUESTION # 19

Universal Containers (UC) has a requirement to identify any quotes where a sales user has applied a discount to any options within a bundle.

The admin created a price rule c their IsDiscounted__c custom quote field to IRUE.

Conditions Met = All.

Which two approaches must the admin create to ensure the price rule meets business requirements? Choose 2 answers

- A. A Price Condition with: Object = Quote Line Field = SBQQ__Discount__c Operator = Greater Than Filter Type = Value Filter Value = 0
- B. A Price Condition Tested Formula of SBQQ. RequiredBy 1.SBQQ. Bundled = TRUE
- C. A Price Condition with: Object - Quote Line Field - SBQQ__ProductOption__c Operator - Not Equals Filter Type - Value Filter Value - (Null)
- D. A Price Condition where the Tested Variable must equal 0. The Summary Variable should have these values: Aggregate Function - Max Target Object - Quote Line Aggregate Field - SBQQ__Discount__c

Answer: A,D

Explanation:

Requirement Overview:

* Identify any Quotes where a discount has been applied to options within a bundle.

Solution Details:

* B. Summary Variable:

* Use a Summary Variable to check if any Quote Line within the bundle has a Discount > 0.

* Configure the Max aggregation function to evaluate discounts.

* C. Price Condition:

* Add a condition to check if the Discount field (SBQQ__Discount__c) on a Quote Line is greater than 0.

Steps to Configure:

* Summary Variable:

* Navigate to Summary Variables and create one with:

* Target Object: Quote Line.

* Aggregate Function: Max.

* Aggregate Field: SBQQ__Discount__c.

* Price Condition:

* Add a condition to the Price Rule:

* Object: Quote Line.

* Field: SBQQ__Discount__c.

* Operator: Greater Than.

* Filter Value: 0.

Validation:

* Add bundle options with discounts to a Quote and verify that the rule identifies the discounted options.

NEW QUESTION # 20

When sold a la carte, a processor Product should be priced at USD 200 and EUR 150. When sold as a component of a laptop bundle in USD, this processor should be priced at USD 180 and EUR 135.

If Universal Containers must enable multi-currency, how should the admin implement this discounted price?

- A. Create a new Product record with a USD 180 Price Book Entry for the discounted Processor.
- B. Set the Unit Price field on the processor Product Option to a value of 180.
- C. Set the Bundled checkbox to True.
- D. Set the Discount % field on the processor Product Option to 10%.

Answer: C

Explanation:

Requirement:

* The processor is priced differently when sold as a standalone product versus as part of a laptop bundle.

Solution:

* Marking the processor as Bundled ensures the discounted price applies only when it is part of the laptop bundle.

Mechanism:

* When the Bundled checkbox is TRUE, Salesforce CPQ applies the discounted pricing for bundle components based on the

defined Price Book Entry.

Salesforce CPQ Reference:

* Bundled pricing behavior is described in the Product Option and Bundle Configuration Guidelines .

NEW QUESTION # 21

Universal Containers has two products:

* C-STOR-L, which is a Large Storage Container.

* C-LID-L, which is a Lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The admin wants to create an Option Constraint.

Which field should C-LID-L be stored in to meet this requirement?

- A. Configured SKU
- **B. Constrained Option**
- C. Constraining Option
- D. Optional SKU

Answer: B

Explanation:

Requirement Overview:

* The C-LID-L product (Lid) should only be selectable if the C-STOR-L product (Container) is included in the bundle.

Key Configuration:

* The Constrained Option field identifies the dependent option in an Option Constraint.

* In this case, C-LID-L is the constrained option.

Steps to Configure:

* Navigate to the Option Constraint record.

* Set C-LID-L as the Constrained Option.

* Set C-STOR-L as the Constraining Option.

Validation:

* Add the bundle to a Quote and verify that C-LID-L is only available when C-STOR-L is selected.

NEW QUESTION # 22

Universal Containers (UC) sells to partners in multiple regions. Each region has a unique price multiplier that should be applied to the pricebook price of the product.

A custom object has been created to maintain the regional multipliers for each region. Any discounts should be applied after the regional multiplier has been applied. An admin needs to create a Lookup Price Rule.

Which field should the admin configure the price action to update?

- A. The list price
- B. The special price
- C. The partner price
- **D. The customer price**

Answer: D

Explanation:

Scenario:

* Apply a regional multiplier to the pricebook price and subsequently apply discounts.

Solution:

* The Customer Price field stores the post-regional multiplier price, enabling further discounting.

Why Other Options Are Incorrect:

* A: Special Price is used for manual overrides, not automated calculations.

* B: Partner Price is unrelated to the customer's pricing structure.

* D: List Price remains constant and does not reflect discounts or multipliers.

Salesforce CPQ Reference:

* Price Rules and field updates are detailed in CPQ Pricing Logic Guidelines .

