

Salesforce Sales-Admn-202 Pass Leader Dumps & Test Sales-Admn-202 Dumps Pdf



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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.
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Test Sales-Admn-202 Dumps Pdf & Sales-Admn-202 Reliable Exam Topics

Don't waste your time with unhelpful study methods. There are plenty of options available, but not all of them are suitable to help you pass the Salesforce Certified CPQ Administrator (Sales-Admn-202) exam. Some resources out there may even do more harm than good by leading you astray. Our Salesforce Sales-Admn-202 Exam Dumps are available with a free demo and up to 1 year of free updates.

Salesforce Certified CPQ Administrator Sample Questions (Q241-Q246):

NEW QUESTION # 241

Universal Containers wants a specific manager to approve any quote with a total discount greater than 20%, but only for the Enterprise product line. How should this be configured using Advanced Approvals?

- A. Add a Price Rule Error Condition
- B. Set the Configuration Attribute Apply Immediately to False
- C. Create an Option Constraint of Type Validation
- **D. Create an Approval Rule with a Condition on discount percentage and product line, tied to an Approval Chain containing the manager's Approver record**

Answer: D

Explanation:

Requirement: route specific quotes to a specific approver based on conditional criteria. Solution:

an Approval Rule with Conditions matching the discount threshold and product line, linked into an Approval Chain that includes the designated manager's Approver record, ensures only qualifying quotes are routed to that approver.

NEW QUESTION # 242

Cloud Kicks (CK) has recently phased out Product Option X and is no longer actively selling it to new customers. New customers can sign up for the current Product Option Y Instead.

Management has decided that CK will also migrate existing contracts to this new product version at renewal. Which steps should the admin take to achieve this?

- A. Leverage a Selection Product Rule to remove the old Product, and automatically add the new Product,
- **B. Update the Renewal Product field on the Product and Product Options, and set the Renewal Forecast checkbox to TRUE on the Contract record.**
- C. Use a Price Rule to swap the Product Lookup on Quote Line when a Renewal Quote Line is generated.
- D. On the Subscription record, change the Product Lookup to refer to the new version of the Product.

Answer: B

Explanation:

Requirement:

Migrate existing contracts to a new Product version upon renewal.

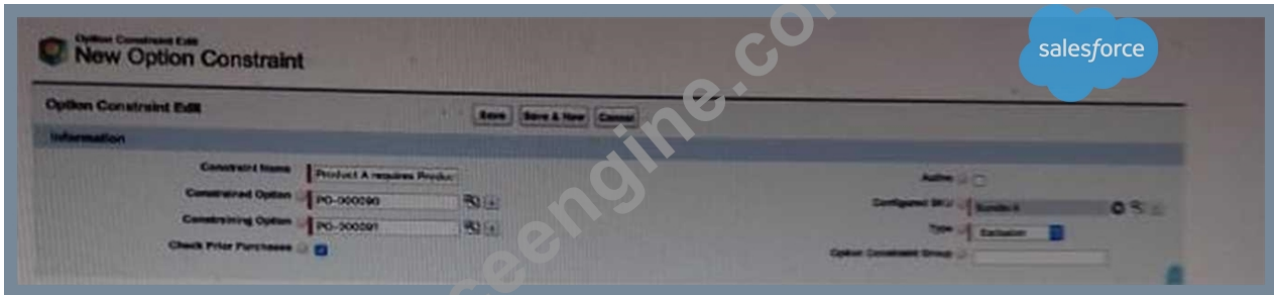
Solution:

Update the Renewal Product field to specify the new version of the Product. Enable the Renewal Forecast checkbox on the Contract to ensure renewal Quotes reference the new Product version.

NEW QUESTION # 243

An admin is setting up multiple Option Constraints. When configuring the bundle, a user should be unable to select Product B

unless the user has also selected Product A.



What are two steps the Admin must take to set up the Option Constraint? Choose 2 answers

- A. The Active checkbox should be set to True.
- B. type should be dependency.
- C. Option Constrain Group should be populated.
- D. Check Prior purchases should be set to False.

Answer: A,B

Explanation:

Requirement Overview:

Prevent the user from selecting Product B unless Product A is also selected in the bundle.

Key Configurations:

Type = Dependency: Ensures that one Product is dependent on the selection of another. Active = True: Activates the Option Constraint for use in the configurator.

Steps to Configure:

Navigate to the Option Constraint record.

Set the Type to Dependency.

Mark the Active checkbox as True.

Define Constrained Option (Product B) and Constraining Option (Product A).

Validation:

Add the bundle to a Quote and confirm that selecting Product B is only possible when Product A is also selected.

NEW QUESTION # 244

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 Before Calculate and changing the Regular Unit Price.
- B. A Price Rule is firing On Calculate and changing the Effective Quantity.
- 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 # 245

Sales reps at Universal Containers want to be able to filter products based on their Release Date.

For example, a sales rep would like to see products with a Release Date between their input values of 11/23/04 and 01/16/07 when adding products. What should the admin create for this use case? The options are:

- A. A search filter for the Release Date field
- B. A custom action with the Filter Source Field set to Release Date
- C. Configuration attributes for the earliest and latest date
- D. A custom action condition for the Release Date field

Answer: A

NEW QUESTION # 246

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