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Latest Released Salesforce Sales-Admn-202 Exam Pass Guide - Sales-Admn-202 Salesforce Certified CPQ Administrator

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Salesforce Certified CPQ Administrator Sample Questions (Q11-Q16):

NEW QUESTION # 11

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is

selected?

Choose 2 answers

- A. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level
- B. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- C. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.
- D. Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.

Answer: C,D

Explanation:

Requirement Overview:

* Limit the Product Options displayed in a bundle based on the service level selected by the user via a Configuration Attribute.

Solution Details:

* Selection Price Rule: Use a Selection Price Rule to dynamically show or hide Product Options based on the selected value of the Configuration Attribute.

* Apply Immediately: Ensures that changes based on the service level selection occur in real-time during configuration.

Steps to Configure:

* Create the Selection Price Rule:

* Define the Price Rule with a Condition targeting the Configuration Attribute value.

* Use a Price Action to show or hide Product Options.

* Set Apply Immediately:

* Navigate to the Configuration Attribute.

* Set Apply Immediately to TRUE.

Validation:

* Test the bundle configuration by changing the service level and verifying the Product Options displayed dynamically update.

NEW QUESTION # 12

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle.

Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.
- B. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- C. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- D. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.

Answer: A

Explanation:

Requirement:

* Maintenance and Support products must display in separate sections during configuration.

* Support products should appear above Maintenance products.

Solution:

* Product Features are used to organize Product Options into sections.

* The Number field on Product Features determines the order in which the sections appear.

* Support should have a lower Number value to appear above Maintenance.

Salesforce CPQ Reference:

* The Product Features Configuration Guidelines explain how to use features and their ordering mechanisms .

NEW QUESTION # 13

A user is unable to see a particular Product on the Product Selection screen when clicking Add Products.

What are two potential reasons the Product is unavailable

Choose 2 answers

- A. The Component checkbox on the Product record is set to TRUE.
- B. The Hidden checkbox on the Product record is set to TRUE.
- C. The Add Products button has a Search Filter associated to it.
- D. The Add Products button has a Custom Action Condition associated to it.

Answer: A,C

Explanation:

Potential Causes:

- * Component Checkbox: Products marked as Components are typically excluded from being directly selectable in the Product Selection screen unless part of a bundle .
- * Search Filter: Custom Search Filters on the Add Products button limit the display of products based on criteria such as product attributes or field values.

Excluded Reasons:

- * Hidden Checkbox: This is generally used to hide products from the Quote Line Editor, not the Product Selection screen.
- * Custom Action Condition: While these can limit the Add Products button's visibility, they do not directly affect individual product visibility.

Salesforce CPQ Reference Points:

- * Documentation on Product Selection Behavior and Search Filters confirms these behaviors .

NEW QUESTION # 14

Universal Containers (UC) has products that will only be utilized as Product Options inside five different bundle products. When a user adds products to the Quote Line Editor, UC wants:

- * Bundle products to show in the Product Selection page.
- * Products that are Product Options of the bundles to be excluded from the Product Selection page.

How should the admin set up the bundle?

- A. Select the Component checkbox on any Product that is a Product Option for the bundles.
- B. Select the Selectbox on each product option and mark the Product inactive.
- C. Select the Hidden for any Product that is a Product Option for the bundles.
- D. Select the bundle on each Product option and mark the Product inactive

Answer: A

Explanation:

Requirement:

- * Bundle products should show on the Product Selection page, but their Product Options should not.

Solution:

- * Setting the Component checkbox to TRUE for Product Options ensures they are excluded from the Product Selection page and only appear within their bundles.

Why Other Options Are Incorrect:

- * B: The Hidden field does not dynamically manage visibility for Product Options.
- * C & D: Marking products inactive makes them completely unavailable, which is not the requirement.

Salesforce CPQ Reference:

- * The Component checkbox's functionality is explained in Product Configuration .

NEW QUESTION # 15

A sales rep at Universal Containers is trying to determine why a new Contract was unable to be created from a recently contracted Order. The sales rep has confirmed that the Order is for a new customer. This is the sales reps first attempt to contract the Order.

What are three troubleshooting steps an admin should take to identify the issue? Choose 3 answers

- A. Check recent Apex Jobs to identify any errors in the contracting process.
- B. Confirm that each of the Order Products have been activated.
- C. Ensure there is at least one subscription-based Order Product on the Order.
- D. Verify that the related Opportunity is in Closed/Won status.
- E. Ensure the Order Start Date is later than the Opportunity Close Date.

Answer: A,B,C

Explanation:

Issue Context:

* A Contract could not be created from an Order for a new customer.

Troubleshooting Steps:

* A. Confirm Order Product Activation:

* Contracts can only be generated for activated Order Products.

* C. Check Apex Jobs:

* Errors in the contracting process are logged in Apex Jobs. Review these logs for potential issues.

* E. Ensure Subscription-Based Order Product:

* Contracts require at least one subscription-based Product on the Order.

Validation:

* Verify that all conditions are met and retest the Contract creation process.

NEW QUESTION # 16

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