

최신버전Sales-Admn-202유효한 시험대비자료덤프샘플 문제체험하기



BONUS!!! PassTIP Sales-Admn-202 시험 문제집 전체 버전을 무료로 다운로드 하세요: <https://drive.google.com/open?id=1NguKB2QY0OmbuaLWGgsZ5KYOMxXmnPt>

Salesforce Sales-Admn-202 시험 기출문제를 애타게 찾고 계시나요? PassTIP의 Salesforce Sales-Admn-202덤프는 Salesforce Sales-Admn-202최신 시험의 기출문제뿐만 아니라 정답도 표기되어 있고 저희 전문가들의 예상문제도 포함되어있어 한방에 응시자분들의 고민을 해결해드립니다. 구매후 시험문제가 변경되면 덤프도 시험문제변경에 따라 업데이트하여 무료로 제공해드립니다.

Salesforce Sales-Admn-202 시험요강:

주제	소개
주제 1	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.
주제 2	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.

주제 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.
주제 4	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.
주제 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.

>> Sales-Admn-202유 효 한 시험대비자료 <<

Sales-Admn-202최신버전자료 - Sales-Admn-202높은 통과율 덤프공부문제

제일 빠른 시일내에 제일 간단한 방법으로 Salesforce인증 Sales-Admn-202시험을 패스하는 방법이 없나구요? PassTIP의 Salesforce인증 Sales-Admn-202덤프를 공부하시면 가능합니다. PassTIP의 Salesforce인증 Sales-Admn-202덤프는 많은 분들이 검증한 가장 유력한 Salesforce인증 Sales-Admn-202시험공부자료입니다. 덤프의 문제만 기억하시면 패스는 문제없기에 제일 빠른 시일내에 시험을 패스하여 자격증 취득이 가능합니다.

최신 Salesforce Administrator Sales-Admn-202 무료 샘플문제 (Q194-Q199):

질문 # 194

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, and error messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 answers

- A. Some Products we missing Price Book Entries.
- B. Exclude from Opportunity is checked on the Product record.
- C. Only Products with an Effective Quantity greater than or less than zero sync to the Opportunity.
- D. Validation Rules on the Opportunity Product silently fail. Only Products with a price greater than zero sync to the Opportunity.

정답: B,C,D

설명:

Issue Analysis:

* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.

Reasons for Failure:

* B: Products with an Effective Quantity of zero are excluded from syncing.

* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.

* D: Products with a price of zero do not sync by default.

Why Other Options Are Incorrect:

* A: Missing Price Book Entries prevent quoting entirely, not syncing issues.

* E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.

Salesforce CPQ Reference:

* CPQ guidelines for syncing Quote Lines to Opportunity Products .

질문 # 195

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.

The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.

After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:

*The original Subscription

*The first amended Subscription

*The second amended Subscription

- A. 120, -20, 40
- B. 100, -20, 40
- C. 80, 0, 40
- **D. 100, 80, 120**

정답: D

설명:

Scenario Breakdown:

* The original subscription starts with 100 licenses.

* After the first year, the count decreases to 80 licenses.

* After the second year, the count increases to 120 licenses.

Quantity Adjustments:

* Original Subscription: The initial agreement is for 100 licenses over 36 months.

* First Amendment: Reduces the quantity to 80 licenses for the remaining term after the first year.

* Second Amendment: Increases the quantity to 120 licenses after the second year.

Validation:

* Salesforce CPQ keeps track of subscription adjustments through the Contract object.

* Amendments reflect updated quantities while preserving the history of original and amended subscriptions.

질문 # 196

Universal Containers has an add-on product that can only be sold as part of bundles.

Which two steps should the admin take to meet this requirement?

Choose 2 answers

- A. Set the customer community availability picklist on the add-on Product to never.
- **B. Create a product Option record referencing the add-on product on each bundle.**
- C. Create a product Feature record referencing the add-on product.
- **D. Set the component checkbox to TRUE on the add-on product record.**

정답: B,D

질문 # 197

Universal Containers (UC) maintains a large Product catalog with more than 500 Products. Ten Products from various Product Families are frequently requested and purchased by UC's customers and must be easy to find for users.

How should the admin meet the requirement?

- **A. Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products.**
- B. Set the Sort Order for each of the ten Product records to a numeric value that is greater than any other Product.
- C. Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.
- D. Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.

정답: A

질문 # 198

Universal Containers has set up an Account lookup field, Distributor__c, on the Quote to identify different distributors per group. Distributor accounts have a Discount_Level__c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- A. □

- [illegible]

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<https://drive.google.com/open?id=1NguKBf2QY0OmbuaLWGgsZ5KYOMxXmnPt>