

Sales-Admn-202 Antworten, Sales-Admn-202 Lernhilfe



Übrigens, Sie können die vollständige Version der Fast2test Sales-Admn-202 Prüfungsfragen aus dem Cloud-Speicher herunterladen: <https://drive.google.com/open?id=16sRLa9PU8kwApuGqM4yI3Gv9p3FSaBXs>

Fast2test aktualisiert ständig die Prüfungsfragen und Antworten. Das bedeutet, dass Sie jederzeit die neuesten Schulungsmaterialien zur Sales-Admn-202 Prüfung bekommen können. Solange das Prüfungsziel geändert wird, ändern wir unsere Lernmaterialien entsprechend. Unser Fast2test kennt die Bedürfnisse aller Kandidaten und hilft Ihnen mit dem günstigen Preis und guter Qualität, die Sales-Admn-202 Prüfung zu bestehen und das Zertifikat zu bekommen.

Die Chance sind für die Menschen, die gut vorbereitet sind. Wenn Sie vor dem Einstieg des Berufslebens schon die Zertifizierung der Salesforce Sales-Admn-202 erworbt haben, sind Sie gut bereit für die Jobsuche. Die Salesforce Sales-Admn-202 zu bestehen ist tatsächlich nicht leicht. Trotzdem haben schon zahlreiche Leute mit Hilfe der Salesforce Sales-Admn-202 Prüfungsunterlagen, die von uns Fast2test angeboten werden, die Prüfung erfolgreich bestanden. Möchten Sie einer von ihnen zu werden? Dann lassen Sie unsere Produkte Ihnen helfen!

>> Sales-Admn-202 Antworten <<

Sales-Admn-202 aktueller Test, Test VCE-Dumps für Salesforce Certified CPQ Administrator

Fast2test hat ein professionelles IT-Team, das sich mit der Forschung der Fragen und Antworten zur Salesforce Sales-Admn-202 Zertifizierungsprüfung beschäftigt und Ihnen sehr effektive Prüfungsunterlagen und Online-Dienste bietet. Wenn Sie Fast2test Produkte kaufen, wird Fast2test Ihnen mit den neulich aktualisierten, sehr detaillierten Schulungsunterlagen von bester Qualität und genaue Prüfungsfragen und Antworten zur Verfügung stellen. So können Sie sich ganz unbesorgt auf Ihre Salesforce Sales-Admn-202 Zertifizierungsprüfung vorbereiten. Benutzen Sie ganz beruhigt unsere Fast2test Produkte. Sie können 100% die Sales-Admn-202 Prüfung erfolgreich ablegen.

Salesforce Sales-Admn-202 Prüfungsplan:

Thema	Einzelheiten

Thema 1	<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.
Thema 2	<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.
Thema 3	<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.
Thema 4	<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.
Thema 5	<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.
Thema 6	<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.
Thema 7	<ul style="list-style-type: none"> • 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.

Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q98-Q103):

98. Frage

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

- A. One or more Price Condition records have a lookup to a Summary Variable.
- B. One or more Price Condition records use a formula that references a non-CPQ object field.
- **C. The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.**
- D. The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.

Antwort: C

Begründung:

Scenario Overview:

* The Custom value for the Condition Met field allows for complex logical operations using a mix of AND/OR across multiple Price Conditions.

Use Case:

* When a Price Rule has three or more conditions and requires specific combinations of AND and OR logic, the Custom option is required.

Implementation:

* Navigate to the Price Rule.

* Set Condition Met to Custom

* Specify the logic (e.g., (Condition 1 AND Condition 2) OR Condition 3).

Validation: This ensures Salesforce CPQ evaluates the Price Rule as intended, supporting mixed logical conditions.

99. Frage

In what way does Smart Approvals expedite the approval process?

- A. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.
- B. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- C. Quotes within defined thresholds will be automatically approved.
- D. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.

Antwort: A

Begründung:

Smart Approvals Overview:

* Salesforce CPQ's Smart Approvals streamline the approval process by re-evaluating previously approved records to avoid redundant approvals.

Rejected Quotes Resubmission:

* If a quote is rejected, and the user resubmits it without exceeding previously approved values, it bypasses the full approval chain and is sent directly to the person who rejected it.

* This functionality minimizes unnecessary delays and ensures efficient quote handling.

Documentation Alignment:

* Smart Approvals Configuration and behavior as outlined in CPQ guidelines ensure approval efficiency.

100. Frage

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

Antwort: A,D

Begründung:

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.

101. Frage

Universal Containers (UC) has asked their admin to add a new product selection rule to their flagship bundle. In their flagship bundle, there is a nested bundle "Warranty" that contains three warranty options: Gold, Platinum, and Diamond. By default, there is no warranty option selected. If a user has not set a warranty option and selects the product option "Premium Container" in the flagship bundle, the Diamond warranty option should automatically be selected in the child bundle. How should the UC admin set the configuration rule?

- A. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to 2,
- B. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to 1.
- C. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to None.
- D. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to None.

Antwort: C

Begründung:

Scenario:

* Automatically select the Diamond Warranty Option in the child bundle if Premium Container is selected in the parent bundle and no warranty is selected.

Solution:

* Child Bundle Condition Level = 1: Ensures the condition applies at the child bundle level.

* Child Bundle Action Level = None: Prevents overwriting user-selected options but enables automatic defaulting when none are selected.

Why Other Options Are Incorrect:

* B & C: Setting inappropriate levels may lead to overwriting user selections or incorrect rule execution.

* D: Setting both levels to None results in no action or condition enforcement.

Salesforce CPQ Reference:

* Configuration rules and child bundle handling are outlined in CPQ Bundle Configuration Guidelines

102. Frage

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.
- B. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- C. Create a Twin Field of the Square Footage field on the Quote Line object.
- D. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.

Antwort: A

Begründung:

Requirement Overview:

* Sales reps want the Square Footage value on a Configuration Attribute to persist when renewing a Quote.

Twin Field Mechanism:

* Twin Fields ensure that data is retained and mapped between related objects.

* Creating Twin Fields on the Asset and Subscription objects allows the Square Footage value to be carried forward during renewals.

Steps to Configure:

* Create a custom field for Square Footage on the Asset and Subscription objects.

* Ensure the API names of these fields match the Configuration Attribute API name.

* Test the renewal process to confirm the value persists.

Validation:

* The Square Footage value should automatically populate in the renewal Quote without manual entry by the sales rep.

