

Salesforce Sales-Admn-202 Exam Cram - Sales-Admn-202 Test Dumps Demo



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Salesforce Certified CPQ Administrator Sample Questions (Q97-Q102):

NEW QUESTION # 97

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once. What should the admin set up to satisfy this requirement?

- A. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- B. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- C. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.

- D. A value of 10 should be added to the Max Options field on the feature record.

Answer: D

Explanation:

Requirement Overview:

- * Limit users from selecting more than 10 product options within a specific Product Feature.

Key Mechanism:

- * The Max Options field on the Feature record limits the maximum number of product options that can be selected for that feature.

Steps to Configure:

- * Navigate to the Feature Record associated with the Product Bundle.
- * Set the Max Options field to 10.
- * Save and test by adding the Product Bundle to a Quote.

Validation:

- * When a user attempts to select more than 10 product options within the feature, Salesforce CPQ will prevent further selections and display an appropriate message.

NEW QUESTION # 98

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

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

Answer: C

Explanation:

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.

NEW QUESTION # 99

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- A. Remove the Subscription flag from the Product's Search Results Field Set.
- B. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
- C. Remove the Subscription flag from the Product's Search Filters Field Set.
- D. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.

Answer: D

Explanation:

Requirement Overview:

- * Restrict sales reps to only selecting subscription Products when using the Add Subscriptions Custom Action.

Solution Details:

- * The Search Filter for the Add Subscriptions action should include only subscription Products.

* Setting the Filter Value to Hidden ensures that only Products matching the filter criteria are displayed.

Steps to Configure:

* Navigate to the Search Filter related to the Add Subscriptions action.

* Set the Filter Value to True.

* Mark the Hidden checkbox to restrict visibility to subscription Products.

Validation:

* Test the Custom Action to confirm that only subscription Products are visible.

NEW QUESTION # 100

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- **A. A Create a Cost record in the Product's Costs related list.**
- B. Add a Cost Discount Schedule to the Products Discount Schedule related list.
- C. Add the Cost to the Product's Price Book Entry Cost field.