

Salesforce Sales-Admn-202テスト参考書、Sales-Admn-202参考資料

Licenses	Price
1-5	\$1,000
6-10	\$1,800
11-20	\$3,000
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50+	\$8,000

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皆が知っているように、試験はほとんどの学生にとって難しい問題ですが、テストSales-Admn-202認定を取得し、関連する証明書を取得することは、労働者にとって非常に重要です。ただし、幸いなことに、この種の問題を心配する必要はありません。最良のソリューションであるSales-Admn-202実践教材を見つけることができるからです。当社の技術と継続的な投資と研究の補助設備により、当社の将来は明るいです。Sales-Admn-202学習ツールには多くの利点があり、Sales-Admn-202試験問題の合格率は99%~100%です。。

Salesforce Sales-Admn-202 認定試験の出題範囲：

トピック	出題範囲
トピック 1	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.
トピック 2	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.
トピック 3	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.
トピック 4	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.
トピック 5	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.

>> Salesforce Sales-Admn-202テスト参考書 <<

最高Sales-Admn-202テスト参考書 & 資格試験のリーダー & 更新した Salesforce Salesforce Certified CPQ Administrator

Sales-Admn-202の実際の試験の品質を確保するために、多くの努力をしました。私たちの会社は何百人もの専門家を雇うことに多額のお金を費やし、彼らは作品を書くためにチームを作りました。これらの専門家の資格は非常に高いです。Sales-Admn-202学習ガイドに関する豊富な知識と豊富な経験があります。これらの専門家は、Sales-Admn-202の学習資料が公式に全員と面談するまでに多くの時間を費やしました。そして、Sales-Admn-202の実際の試験の内容について科学的な取り決めを行いました。優れたSales-Admn-202試験問題でSales-Admn-202試験に合格できます。

Salesforce Certified CPQ Administrator 認定 Sales-Admn-202 試験問題 (Q190-Q195):

質問 # 190

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page. Which solution meets the business requirement without creating a separate Price Book?

- **A. Create multiple bundles with validation Product Rules.**
- B. Create a Filter Product Rule.
- C. Create a bundle with a Configuration Attribute.
- D. Create a Hidden Filter in Product Selection based on Profile.

正解: A

解説:

Requirement Overview:

* Each sales team needs access to a specific subset of products without requiring separate Price Books.

Solution:

* Use multiple bundles with validation Product Rules to restrict access to specific products based on user criteria (e.g., Profile or custom field).

* This avoids the need to create and manage separate Price Books for each team.

Steps to Configure:

* Create a bundle for each subset of products.

* Use Product Rules to validate and restrict access based on sales team criteria.

Validation:

* Test the Product Selection page to ensure that each sales team can access only their specific subset of products.

質問 # 191

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- **A. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.**
- B. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- C. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.
- D. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.

正解: A

解説:

Dynamic Features:

* A Dynamic Feature allows administrators to automatically update or populate Product Options for a bundle based on defined rules and conditions.

Filter Product Rules:

* Applying a Filter Product Rule ensures that only relevant or newly available products appear as options for the bundle. This reduces manual maintenance while keeping the bundle dynamic.

Salesforce CPQ Reference:

* Dynamic Features and Filter Product Rules are part of advanced bundling techniques documented under Product Configuration .

質問 # 192

An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.
- B. Create a formula text field on the Quote, constructing the formula to return the desired default value.

Update the Configuration Attribute Default Field to identify the Quote formula field.

- C. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- **D. Create a Process Builder to update the Product Option field that is used for the ConfigurationAttribute value. Set the process to trigger upon new record creation.**

正解: D

解説:

Requirement: Populate a Configuration Attribute with a dynamic value when the configurator page loads.

Solution Mechanics:

- * Process Builder can be used to dynamically set values on records based on predefined logic.
- * By targeting the Product Option field, which maps to the Configuration Attribute, Process Builder ensures that the value is set upon record creation.

Steps to Implement:

- * Create a new Process Builder.
- * Trigger on the creation of the Quote Line record (or related record based on Configuration Attribute setup).
- * Define criteria to determine the dynamic value.
- * Use the Update Records action to populate the Product Option field with the default value.

Advantages of Process Builder:

- * Allows for dynamic and conditional logic.
- * Automates the default value population without user intervention.

Testing and Validation:

- * Create a test bundle with the Configuration Attribute.
- * Load the configurator and verify that the attribute is pre-populated.

質問 # 193

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

- A. \$480.00
- B. \$450.00
- C. \$500.00
- **D. \$470.00**

正解: D

解説:

* Scenario Breakdown:

* List Price = \$100

* Quantity = 5

* Discount Schedule Type = Slab

* Discount Unit = Percent

* Slab Discount Mechanism:

* In a Slab Discount Schedule, the discount applies to the units within each tier individually, not cumulatively.

* If the quantity is within the first slab, no discount applies unless specified for that slab.

* Calculation:

* Assuming the Discount Schedule for the first slab (1-5) has a 6% discount:

* Regular Unit Price = List Price $\times$ (1 - Discount Percent)

* Regular Unit Price = \$100 $\times$ (1 - 0.06) = \$94 per unit.

* For 5 units: Total Price = \$94 $\times$ 5 = \$470.

* Validation: This approach aligns with Salesforce CPQ Discount Schedule functionality for Slab Type Discount.

質問 # 194

The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product A, the item the customer purchased previously?

- A. Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.
- **B. Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.**
- C. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.
- D. Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.

正解: B

解説:

Requirement:

* Apply a 10% discount to Product A on the Quote Line if the customer has previously purchased Product A (stored as an Asset).

Solution:

* Summary Variable:

* Sum the Quantity field on Asset records for Product A.

* Price Condition:

* Verify that the Summary Variable is greater than 0 to confirm the customer has purchased Product A.

Why Other Options are Incorrect:

* B: Quote Lines do not track prior purchases; Assets do.

* C, D: These do not align with the requirement to verify prior purchases via Assets.

Salesforce CPQ Reference:

* Summary Variables and their use in Price Rules are documented under CPQ Discounting Guidelines .

質問 # 195

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Sales-Admn-202参考資料: <https://www.certshiken.com/Sales-Admn-202-shiken.html>

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