

Sales-Admn-202 Zertifizierungsfragen, Salesforce Sales-Admn-202 PrüfungFragen



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Nun gibt es viele IT-Profis in der ganzen Welt und die Konkurrenz der IT-Branche ist sehr hart. So viele IT-Profis entscheiden sich dafür, an der IT-Zertifizierungsprüfung teilzunehmen, um ihre Position in der IT-Branche zu verstärken. Die Sales-Admn-202 Prüfung ist eine sehr wichtige Salesforce-Zertifizierungsprüfung. Aber wenn Sie eine Salesforce-Zertifizierung erhalten wollen, müssen Sie die Prüfung bestehen.

Salesforce Sales-Admn-202 Prüfungsplan:

Thema	Einzelheiten
Thema 1	CPQ Plattform: 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 2	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.
Thema 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.
Thema 4	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 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.
Thema 6	• 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 7	• 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-202 Prüfungsfragen <<

Sales-Admn-202 Antworten, Sales-Admn-202 Übungsmaterialien

Die Konkurrenz in der IT-Branche wird immer heftiger. Wie können Sie sich beweisen, dass Sie wichtig und unerlässlich ist? Die Zertifizierung der Salesforce Sales-Admn-202 zu erwerben macht es überzeugend. Was wir für Sie tun können ist, dass Ihnen helfen, die Salesforce Sales-Admn-202 Prüfung mit höhere Effizienz und weniger Mühen zu bestehen. Mit langjährigen Entwicklung besitzt jetzt DeutschPrüfung große Menge von Ressourcen und Erfahrungen. Immer verbesserte Software gibt Ihnen bessere Vorbereitungsphase der Salesforce Sales-Admn-202 Prüfung.

Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q60-Q65):

60. Frage

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products:

Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.

Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- B. Create a Line Items section and set SBQQ__ProductFamily__c as the Roll-Up field.
- **C. Create a Line Items section and set SBQQ__ProductFamily__c as the Group field.**
- D. Create an HTML Template Content record with three tables to represent each Product Family.

Antwort: C

Begründung:

Requirement Overview:

* Universal Containers wants to show Quote Line items grouped by Product Family with subtotals for each family in Quote Documents.

Solution Details:

* Salesforce CPQ allows grouping of Line Items in Quote Templates.

* Setting SBQQ__ProductFamily__c as the Group field organizes the Quote Lines into separate sections for each Product Family.

Configuration Steps:

* Navigate to the Quote Template.

* Create a new Line Items Section.

* In the Grouping field, set SBQQ__ProductFamily__c.

* Save and test the template by generating a Quote Document.

Validation:

* Confirm that the generated document displays separate tables for Hardware, Software, and Professional Services, with subtotals for each group.

61. Frage

Users at Universal Containers have reported when amending a contract, the net pricing of some products is incorrect. The Admin has done a preliminary investigation and found that the issue only happens on existing products when their quantity is adjusted. What is the likely cause?

- A. A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- B. A Price Rule is firing On Calculate and changing the Effective Quantity.
- C. The Revised Quantity has been set on the Subscription record.
- **D. The Products have a Discount Schedule and Cross Order is not selected.**

Antwort: D

Begründung:

* Background Context: When amending a contract in Salesforce CPQ, issues with net pricing arise if the amendment impacts existing subscription products. Subscription products often rely on Discount Schedules for calculating discounts, especially when quantity changes. The "Cross Order" field on Discount Schedules ensures discounts account for cumulative quantities across multiple orders or contracts.

* Problem Analysis:

* The reported issue involves incorrect net pricing specifically when the quantity of existing products is adjusted during contract amendments.

* This aligns with the functionality of Discount Schedules, where the total quantity determines the discount applied. Without "Cross Order" enabled, Salesforce CPQ considers only the current order's quantities rather than aggregating across orders.

* Root Cause Identification:

* Discount Schedule and Cross Order: If the Discount Schedule associated with these products does not have "Cross Order" enabled, any amendments won't consider cumulative quantities. Instead, the system recalculates based on only the new or adjusted quantities, leading to incorrect net pricing.

* Supporting Evidence:

* Salesforce documentation highlights that Cross Order must be selected in the Discount Schedule for accurate discount calculations across multiple orders or contracts. Otherwise, amendments operate in isolation.

* The feature ensures that ongoing contracts retain accurate pricing based on total historical quantities.

* Recommended Resolution:

* Navigate to the Discount Schedule associated with the affected products.

* Verify and enable the Cross Order checkbox:

* Go to Setup > Discount Schedules.

* Locate the relevant Discount Schedule.

* Edit the schedule and enable Cross Order.

* Test the functionality by amending the contract and verifying the net pricing calculations.

* Preventative Actions:

* For all subscription-based products relying on Discount Schedules, ensure Cross Order is enabled during initial configuration.

* Provide training to Salesforce CPQ admins to understand the implications of Discount Schedule settings on pricing.

By following these steps and verifying the Discount Schedule configuration, the issue can be resolved, ensuring consistent and accurate net pricing during contract amendments.

62. Frage

Universal Containers needs sales reps to look up Campaign records to associate with specific Quote Lines in the Quote Line Editor. The admin created a lookup field on the Quote Line object that relates to the Campaign object, then added the lookup field into the Line Editor Field Set on the Quote Line object. What does the admin need to do so the sales reps can search Campaign records in the Quote Line Editor without seeing a warning message?

- **A. Create and populate a Field Set on the Campaign object named CPQ_Lookup.**
- B. Create a twin field on the Campaign object using the same API name as the lookup field.
- C. Add the lookup field to the Quote Line page layout.
- D. Add the name of the lookup field into the Line Editor Field Set on the Quote object.

Antwort: A

Begründung:

* Understanding the Requirement:

* Universal Containers wants sales reps to associate Campaign records with Quote Lines using a lookup field in the Quote Line Editor.

* The requirement includes avoiding warning messages when searching for Campaign records.

* Salesforce CPQ Lookup Field Behavior:

* When a lookup field is added to the Quote Line Editor, Salesforce CPQ searches for records in the target object (e.g., Campaign).

* To avoid warnings, the target object (Campaign) must have a specific field set named CPQ_Lookup, which defines the fields displayed in the search results.

* Steps to Implement the Solution:

* Step 1: Navigate to the Campaign object in Salesforce Setup.

* Step 2: Go to the "Field Sets" related list and click "New."

* Step 3: Name the field set CPQ_Lookup (case-sensitive).

* Step 4: Add the fields you want to display in the lookup search results (e.g., Campaign Name, Start Date, Owner).

* Step 5: Save the field set.

* Integration with the Quote Line Editor:

* The system will now use the fields defined in the CPQ_Lookup field set when sales reps perform a search for Campaign records.

* This ensures the lookup field operates without errors or warnings in the Quote Line Editor.

* Key Considerations:

* Ensure that all required fields for identifying Campaign records are included in the CPQ_Lookup field set.

* Test the lookup functionality in the Quote Line Editor to confirm smooth operation.

* Validation:

* Add a Campaign lookup field to a Quote Line in the Quote Line Editor and test the search functionality. Verify that the fields defined in the CPQ_Lookup field set appear in the search results without warnings.

References:

Salesforce CPQ documentation on setting up lookup fields and field sets emphasizes creating a CPQ_Lookup field set to avoid warnings

63. Frage

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 three quote lines and subscriptions for the below transactions:

* The original sale

* The first amendment

* The second amendment

- A. Quote Line: 100, 80, 120, Subscription: 100, -20, 40
- B. Quote Line: 100, -20, 40, Subscription: 100, 80, 120
- C. Quote Line: 100, -20, 40, Subscription: 100, -20, 40
- D. Quote Line: 100, 80, 120, Subscription: 100, 80, 120

Antwort: A

Begründung:

In Salesforce CPQ, amendments adjust subscription quantities incrementally. The original sale (Quote Line and Subscription) is 100. The first amendment reduces to 80, a decrease of 20, so the Quote Line is 80 (absolute), and the Subscription delta is -20 (reflecting the change). The second amendment increases to 120, an increase of 40 from 80, so the Quote Line is 120, and the Subscription delta is 40. Subscription quantities in amendments show the net change (-20, 40) rather than absolute values (80, 120), aligning with CPQ's amendment mechanics. Option B correctly reflects this: Quote Lines (100, 80, 120) show user-facing totals, while Subscriptions (100, -20, 40) show deltas. Salesforce CPQ documentation explains this behavior in amendment scenarios. References: Salesforce CPQ Documentation - "Amending Contracts" and "Subscription Quantity Handling".

64. Frage

Universal Containers wants to give a 23% discount on a specific Product Option purchased in the big Box bundle.

In which two ways could the admin configure CPQ to automatically apply this discount? Choose 2 answers

- A. Create a Price Rule that application the 25% discount when the product is added as part of the bundle.
- B. Set the Option Discount (H) field on the Product Option for the bundle.
- C. Set Discounted by Package to TRUE on the Product Option for the bundle.
- D. Set the Option Discount (%) field on the Product Feature for the bundle.

Antwort: A,C

Begründung:

Requirement:

* Automatically apply a 25% discount to a specific Product Option within a bundle.

Solution:

* Option C: The Discounted by Package field ensures that the Product Option inherits discounts applied to the bundle as a whole.

* Option D: A Price Rule specifically targeting this Product Option can enforce the 25% discount when it is added to the bundle.

Why Other Options Are Incorrect:

* A: The Option Discount (%) field on the Product Feature applies discounts to all options, not just a specific one.

* B: The Option Discount (%) field on the Product Option does not dynamically apply discounts based on specific scenarios.

Salesforce CPQ Reference:

* Configuration and discounting for bundles and Product Options are documented under Bundle Pricing Configuration Guidelines .

65. Frage

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