

Sales-Admn-202 Tests, Sales-Admn-202 Online Praxisprüfung



Die PrüfungFrage Website hat guten Ruf bei Salesforce Sales-Admn-202 Zertifizierungsprüfungen. Das ist auch die Tatsache, die viele Leute kennen. Die PrüfungFrage sind nach Ihren starken Dumps gut anerkannt. Wenn Sie die als das Vorbereitungsgerät benutzen, können Sie gute Ergebnisse für die Salesforce Sales-Admn-202 Zertifizierungsprüfung bekommen. Downloaden Sie kostenlose Demo, dann können Sie wissen, dass diese Auswahl richtig ist.

Salesforce Sales-Admn-202 Prüfungsplan:

Thema	Einzelheiten
Thema 1	• 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	• 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	• 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 4	• 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 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.
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>> Sales-Admn-202 Tests <<

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

PrüfungFrage ist ein Vorläufer in der IT-Branche bei der Bereitstellung von Salesforce Sales-Admn-202 IT-Zertifizierungsmaterialien, die Produkte von guter Qualität bieten. Die Prüfungsfragen und Antworten zur Salesforce Sales-Admn-202 Zertifizierungsprüfung von PrüfungFrage führen Sie zum Erfolg. Sie werden exzellente Leistungen erzielen und Ihren Traum verwirklichen.

Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q44-Q49):

44. 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

45. Frage

The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- **A. Change the value of a field in the Calculating Fields Field Set.**
- B. Create a new Lightning button to trigger recalculation.
- **C. Add the Calculate button to the quote layout.**
- D. Create a Flow to trigger recalculation upon record save.

Antwort: A,C

Begründung:

Requirement:

* Ensure that quotes are recalculated with current information prior to approval without reopening the Quote Line Editor.

Solution:

* Option A: Adding or modifying a field in the Calculating Fields Field Set automatically triggers recalculation for quotes.

* Option C: Including the Calculate button on the quote layout provides users with a manual option to trigger recalculation before approval.

Why Other Options Are Incorrect:

* B and D: These require additional customization (e.g., creating a custom Lightning button or Flow) and are not standard CPQ features.

Salesforce CPQ Reference:

* The Calculating Fields Field Set and Calculate Button functionalities are well-documented as standard CPQ tools .

46. Frage

A user has added multiple bundles to the Quote. Each bundle consists of Product Options of the Product Families:

* Hardware

* Licenses

* Maintenance

On the output document, different line columns need to be rendered that contain the Products of each Family.

Moreover, the Product Options of each Family need to be rendered separately for each bundle.

Which two steps should the admin take to meet the requirement? (Choose two.)

- A. Populate the Sort Order field on each Product record to properly sort the Quote Lines within each section.
- **B. Create a different Line Item section for each Product Family and leverage the Conditional Print field to show the correct products.**
- C. Create a different Line Item section for each Product Family, and leverage the Filter field to show the correct products.
- **D. Construct a formula field on the Quote Line object that returns the bundle's Name and Number, and use this field in the Group field on the Line Item section.**

Antwort: B,D

Begründung:

Requirement:

* Render separate Line Item sections for each Product Family and bundle on the output document.

Solution Steps:

* Option B: Create a Line Item section for each Product Family and use the Filter field to display only the relevant products for each section.

* Option C: Use a formula field on the Quote Line object to identify the bundle's Name and Number, then set this field in the Group field to group lines within each section.

Why Other Options Are Incorrect:

* A: The Conditional Print field is not used for rendering specific Product Families in Line Item sections.

* D: Sort Order on Product records does not meet the grouping and filtering requirements for the output document.

Salesforce CPQ Reference:

* Document generation and Line Item grouping are detailed in Quote Templates Configuration .

47. Frage

An admin is setting up multiple Option Constraints. When configuring the bundle, a user should be unable to select Product B unless the user has also selected Product A.

What are two steps the Admin must take to set up the Option Constraint?

Choose 2 answers

- A. Option Constrain Group should be populated.
- **B. type should be dependency.**
- C. Check Prior purchases should be set to False.
- **D. The Active checkbox should be set to True.**

Antwort: B,D

Begründung:

Requirement Overview:

* Prevent the user from selecting Product B unless Product A is also selected in the bundle.

Key Configurations:

* Type = Dependency: Ensures that one Product is dependent on the selection of another.

* Active = True: Activates the Option Constraint for use in the configurator.

Steps to Configure:

* Navigate to the Option Constraint record.

* Set the Type to Dependency.

* Mark the Active checkbox as True.

* Define Constrained Option (Product B) and Constraining Option (Product A).

Validation:

* Add the bundle to a Quote and confirm that selecting Product B is only possible when Product A is also selected.

48. Frage

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- A. The value from the record that was created most recently is applied to the Target Field.
- B. The value from the first record sorted alphabetically by Name is applied to the Target Field.
- C. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- **D. The Target Field maintains its original value and an error message appears in the Quote Line Editor.**

Antwort: D

Begründung:

Scenario:

* A Price Rule utilizes a Lookup Object and Lookup Queries, and multiple records meet the criteria for a single Quote Line.

Behavior:

* When more than one lookup record meets the criteria, Salesforce CPQ does not apply any value to the Target Field. Instead:

* The Target Field retains its original value.

* An error message is displayed in the Quote Line Editor, notifying the user of the conflict.

Why Other Options Are Incorrect:

* A & D: Salesforce CPQ does not resolve ties by sorting records alphabetically.

* C: The system does not apply values based on record creation date.

Salesforce CPQ Reference:

* Lookup Queries behavior and error-handling are outlined in CPQ Price Rules Configuration Guidelines .

49. Frage

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Jeder hat seinen eigenen Lebensplan. Wenn Sie andere Wahlen treffen, bekommen Sie sicher etwas Anderes. So ist die Wahl sehr wichtig. Die Schulungsunterlagen zur Salesforce Sales-Admin-202 Zertifizierungsprüfung von PrüfungFrage ist eine beste Methode,

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