

# **Salesforce Sales-Admn-202 Quiz - Sales-Admn-202 Studienanleitung & Sales-Admn-202 Trainingsmaterialien**



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Es ist Ihnen weis, ZertFragen zu wählen, um die Salesforce Sales-Admn-202 Zertifizierungsprüfung zu bestehen. Sie können im Internet die Fragenkataloge zur Salesforce Sales-Admn-202 Zertifizierungsprüfung von ZertFragen teilweise kostenlos herunterladen. Dann werden Sie mehr Vertrauen in unsere Produkte haben. Sie können sich dann gut auf Ihre Salesforce Sales-Admn-202 Zertifizierungsprüfung vorbereiten. Für den Durchfall in der Prüfung, zahlen wir Ihnen die gesamte Summe zurück.

Die Konkurrenz in der IT-Branche im 21. Jahrhundert ist sehr hart. Natürlich ist die Salesforce Sales-Admn-202 Zertifizierungsprüfung zu einer sehr beliebten Prüfung im IT-Bereich geworden. Immer mehr Menschen beteiligen sich an der Sales-Admn-202 Prüfung. Die Prüfung zu bestehen, ist auch der Traum der ambitionierten IT-Fachleuten.

**>> Sales-Admn-202 Online Prüfungen <<**

## **Sales-Admn-202 Prüfungsfragen Prüfungsvorbereitungen, Sales-Admn-202 Fragen und Antworten, Salesforce Certified CPQ Administrator**

Wenn Sie an der Salesforce Sales-Admn-202 Zertifizierungsprüfung teilnehmen wollen, sind die Sales-Admn-202 dumps von ZertFragen Ihr bestes Vorbereitungsgerät. Die Prüfungsfragen können Ihnen helfen, die Sales-Admn-202 Prüfung mühelos zu bestehen. Und diese Prüfungsfragen sind sehr gut bewertet, mit denen Sie sich nicht um Ihre Sales-Admn-202 Zertifizierung sorgen. Die dumps können alle Probleme lösen, auf die Sie sich vorbereiten müssen. Und vor dem Kauf der Salesforce Sales-Admn-202 Prüfungsunterlagen können Sie das kostenlose Demo als Probe herunterladen, damit Sie wissen können, ob die Prüfungsunterlagen für Sie geeignet sind.

### **Salesforce Sales-Admn-202 Prüfungsplan:**

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

## Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q206-Q211):

### 206. Frage

Universal Containers (UC) sells to partners in multiple regions. Each region has a unique price multiplier that should be applied to the pricebook price of the product.

A custom object has been created to maintain the regional multipliers for each region. Any discounts should be applied after the regional multiplier has been applied. An admin needs to create a Lookup Price Rule.

Which field should the admin configure the price action to update?

- A. The partner price
- B. The list price
- **C. The customer price**
- D. The special price

**Antwort: C**

Begründung:

Scenario:

\* Apply a regional multiplier to the pricebook price and subsequently apply discounts.

Solution:

\* The Customer Price field stores the post-regional multiplier price, enabling further discounting.

Why Other Options Are Incorrect:

\* A: Special Price is used for manual overrides, not automated calculations.

\* B: Partner Price is unrelated to the customer's pricing structure.

\* D: List Price remains constant and does not reflect discounts or multipliers.

Salesforce CPQ Reference:

\* Price Rules and field updates are detailed in CPQ Pricing Logic Guidelines .

### 207. Frage

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- B. Create an HTML Template Content record for the PDF and include it in a Template Section.
- **C. Add the PDF as a required Additional Document on the Quote Template.**
- D. Upload the PDF into the Documents object folder named Output Attachments.

**Antwort: C**

Begründung:

Simplification Method:

\* By adding the PDF as a required Additional Document in the Quote Template, Salesforce CPQ ensures the PDF is automatically included with each generated Quote.

Steps to Configure:

\* Navigate to the Quote Template.

\* Add the PDF file under the Additional Documents section.

\* Mark it as required for automatic inclusion.

Salesforce CPQ Reference:

\* The Additional Documents feature simplifies document management in Quote Templates .

### 208. Frage

The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction.

How should an admin meet the requirement?

- **A. Create a custom checkbox, Show\_Discount\_\_c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.**
- B. Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as FALSE.
- C. Create a custom field called HideAdditionalDiscount\_\_c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount\_\_c checked.
- D. Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount\_\_c and display it in the Quote Line Editor.

**Antwort: A**

Begründung:

Requirement:

\* Universal Containers wants to control whether the Additional Discount column appears on the Quote Template.

Solution:

\* By creating a custom checkbox field (Show\_Discount\_\_c), administrators can dynamically control the visibility of the Additional Discount column.

\* This checkbox is referenced in the Conditional Print Field of the Quote Template Line Column settings for the Additional Discount column.

Mechanism:

\* When the Show\_Discount\_\_c checkbox is TRUE, the column appears.

\* When FALSE, it does not display.

Salesforce CPQ Reference:

\* Conditional Print Field functionality in Quote Templates allows for dynamic content visibility based on field values .

### 209. Frage

"UC wants to show a custom text field on their Quote Document. This field with API name Additional\_Text\_\_c already exists and is located on the Quote object.

What is the correct syntax to insert this into an HTML Template Content?

- **A. {!quote.Additional\_Text\_\_c}**

- B. {!quote\_\_r.Additional\_Text\_\_c}
- C. {ISBQQ\_\_Quote\_\_r.Additional\_Text\_\_c}"
- D. {ISBQQ\_\_Quote\_\_c.Additional\_Text\_\_c}

**Antwort: A**

Begründung:

Field Location and API Name:

\* The custom text field Additional\_Text\_\_c resides on the Quote object.

\* In Salesforce CPQ, the correct syntax to reference fields in HTML templates is to use the merge field syntax appropriate to the object.

Syntax Explanation:

\* {!quote.Additional\_Text\_\_c} directly references the field from the Quote object in a format recognized by the CPQ document generation engine.

\* Alternative options such as {ISBQQ\_\_Quote\_\_r.Additional\_Text\_\_c} reference lookup relationships and do not apply here.

Salesforce CPQ Reference:

\* As per the Quote Template Content documentation, use the merge fields directly associated with the object being utilized in the template .

## 210. Frage

How should an admin enable renewal uplift on an Account?

- A. Change the Renewal Pricing Method to Same on the Account.
- B. Select the Combine Subscription Quantities checkbox on the Contract record related to the Account.
- C. Update the Renewal Pricing Method to Uplift on the Account, then populate the Renewal Uplift (%) field on the Contract record.
- D. Update the Markup (%) field on the Renewal Quote.

**Antwort: C**

Begründung:

Requirement Overview:

\* Enable Renewal Uplift for the Account to adjust pricing for renewals.

Steps to Configure:

\* Renewal Pricing Method:

\* Navigate to the Account record.

\* Set the Renewal Pricing Method field to Uplift.

\* Renewal Uplift (%):

\* On the related Contract record, populate the Renewal Uplift (%) field with the desired percentage increase.

Validation:

\* Test the renewal process by generating a Renewal Quote and ensuring the Uplift applies to subscription pricing.

## 211. Frage

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Wenn Sie sich für die Schulungsprogramme zur Salesforce Sales-Admin-202 Zertifizierungsprüfung interessieren, können Sie im Internet teilweise die Demo zur Salesforce Sales-Admin-202 Zertifizierungsprüfung kostenlos als Probe herunterladen. Wir werden den Kunden einen einjährigen kostenlosen Update-Service bieten.

**Sales-Admin-202 Fragen Beantworten:** [https://www.zertfragen.com/Sales-Admin-202\\_prufung.html](https://www.zertfragen.com/Sales-Admin-202_prufung.html)

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