

Sales-Admn-202높은통과율덤프문제, Sales-Admn-202 높은통과율시험덤프자료



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Salesforce Sales-Admn-202 시험요강:

주제	소개
주제 1	<ul style="list-style-type: none"> 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.
주제 2	<ul style="list-style-type: none"> 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.

주제 3	<ul style="list-style-type: none"> • 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.
주제 4	<ul style="list-style-type: none"> • 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.
주제 5	<ul style="list-style-type: none"> • 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.

최신 Salesforce Administrator Sales-Admn-202 무료 샘플문제 (Q172-Q177):

질문 # 172

Universal containers has an add-on product that can only sold as part of bundles.

Which two steps should the admin take to meet this requirement?

Choose 2 answers

- A. Create a product Feature record referencing the add-on product.
- **B. Create a product Option records referencing the add-on product on each bundle.**
- **C. Set the component checkbox to TRUE on the add-on product record.**
- D. Set the customer community available picklist on the add-on Product to never.

정답: B,C

질문 # 173

A sales rep notices on Opportunity that only some Opportunity Products are synched from Quotes. This discrepancy causes inaccuracies in the pipeline.

Which three troubleshooting steps should the Admin take to resolve the issue? Choose 3 answers

- **A. Ensure the Quote's Account lookup is populated.**
- B. Check the Quote's Primary checkbox for a value of True.
- **C. Check the Quote's Primary checkbox for a value of False.**
- D. Ensure the Quote's Opportunity lookup is populated.
- **E. Ensure the Opportunity's Primary Quote lookup is populated.**

정답: A,C,E

설명:

Issue Context:

* Some Opportunity Products are not syncing from the Quote, causing pipeline inaccuracies.

Troubleshooting Steps:

- * A. Ensure the Quote's Account lookup is populated:
- * A missing Account lookup can prevent synchronization as it ties the Quote to the Opportunity.
- * B. Ensure the Opportunity's Primary Quote lookup is populated:
- * The Primary Quote must be explicitly linked to the Opportunity for synchronization to occur.
- * E. Check the Quote's Primary checkbox for a value of True:
- * Only the Primary Quote syncs Opportunity Products. Ensure the checkbox is set to True.

Validation:

* Verify that Opportunity Products sync correctly after ensuring these fields are properly populated.

질문 # 174

When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- A. The user calculates a Quote.
- **B. The user selects a Product for the Quote.**
- C. The user saves the Quote.
- D. The user selects a Configuration Attribute value for a Product

정답: B

설명:

Scenario Overview:

* A Product Rule triggers the addition of the Conference Pass Product when a related Product is selected.

Key Trigger Mechanism:

* Product Rules with an Action to add products execute as soon as the user selects a Product on the Quote.

Steps to Verify:

* Navigate to the Product Rule for the Conference Pass.

* Ensure the Evaluation Event is set to fire On Initialization or Selection.

Salesforce CPQ Reference:

* Product Rules are typically triggered based on user actions such as adding Products or configuring attributes.

질문 # 175

Universal Containers only sells lid Products as part of a container Product. The admin wants to hide all lid Products from Product Selection.

How should the admin set up lid Products?

- A. Check the Component checkbox.
- **B. Check the Hidden checkbox.**
- C. Include lid Products in the description of container Products.
- D. Set the Product Family value to Accessory.

정답: B

설명:

Requirement Overview:

* Universal Containers wants to hide lid Products from the Product Selection screen since they are only sold as part of a container Product.

Solution:

* By selecting the Hidden checkbox on the lid Product record, the Product is removed from the Product Selection page while remaining available within bundles.

Steps to Configure:

* Navigate to the Product Record for each lid Product.

* Select the Hidden checkbox.

* Save the changes.

Validation:

* Verify that the lid Products no longer appear on the Product Selection screen but remain accessible as part of their parent container bundles.

질문 # 176

Universal Containers has a customer account with specific pricing.

Which two individual actions could the Admin take to set up a Contracted Price for this customer?

- A. Add a partner to the Partner on the Quote record.
- **B. Generate a Contracted Price via the Contracted checkbox on the Quote record**
- C. Populate the Generate Contracted Price field on a Quote record.
- **D. Create a Contracted Price record related to an Account record.**

정답: B,D

설명:

Requirement Overview:

* A customer requires specific pricing for their account.

Solution:

* B. Contracted Price Record:

* Directly create a Contracted Price record related to the customer's Account.

* D. Contracted Checkbox:

* Select the Contracted checkbox on the Quote record to generate a Contracted Price automatically when the Quote is finalized.

Steps to Configure:

* Option B:

* Navigate to the Account and create a Contracted Price record for the specific Product and pricing.

* Option D:

* On the Quote, select the Contracted checkbox and ensure the Quote is synced to generate the Contracted Price.

질문 # 177

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