The Best Sales-Admn-202 Verified Answers - Complete Sales-Admn-202 Exam Tool Guarantee Purchasing Safety
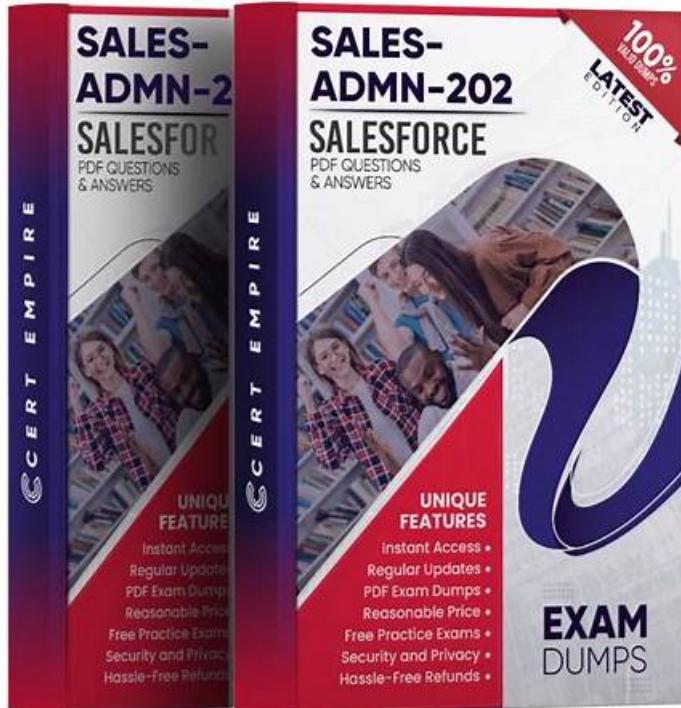
With these mock exams, it is easy to track your progress by monitoring your marks each time you go through the Sales-Admn-202 practice test. Our Sales-Admn-202 practice exams will give you an experience of attempting the Sales-Admn-202 original examination. You will be able to deal with the actual exam pressure better when you have already experienced it in our Salesforce Sales-Admn-202 practice exams.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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.
Topic 3	• 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.
Topic 4	• 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.

Topic 5	• 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.
Topic 6	• 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.
Topic 7	• 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.

Sales-Admn-202 Reliable Exam Questions, Sales-Admn-202 Reliable Exam Pattern

Our excellent Sales-Admn-202 study materials beckon exam candidates around the world with their attractive characters. Our experts made significant contribution to their excellence. So we can say bluntly that our Sales-Admn-202 actual exam is the best. Our effort in building the content of our Sales-Admn-202 Practice Questions lead to the development of practice materials and strengthen their perfection. So our Sales-Admn-202 training prep is definitely making your review more durable.

Salesforce Certified CPQ Administrator Sample Questions (Q128-Q133):

NEW QUESTION # 128
Universal Containers (UC) uses USD, GBP, and EUR and has Multi-Currency enabled.
UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.
UC products have one set of EUR and GBP prices for European customers.
What is the most effective way to set up DCs Price Books?

- A. Create three Price Books, one for each region (America, Asia Pacific, Europe).
- B. Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific -
- C. Create three Price Books, one for each currency (USD, EUR, GBP),
- D. USD, Europe - EUR, Europe - GBP). Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia

Answer: B

Explanation:
Requirement Overview:
* Universal Containers uses multiple currencies (USD, EUR, GBP) and requires specific pricing based on regions (America, Asia Pacific, Europe).
Solution Details:
* Create four Price Books, where each Price Book covers a unique combination of region and currency.
* America - USD: Prices for American customers.
* Asia Pacific - USD: Prices for Asia Pacific customers.
* Europe - EUR: Prices for European customers using EUR.
* Europe - GBP: Prices for European customers using GBP.
Steps to Configure:
* Navigate to Setup > Price Books and create a new Price Book for each combination.
* Assign relevant Price Book Entries for the products in each Price Book.
* Use sharing rules to restrict access to the appropriate Price Books for users in each region.
Validation:
* Ensure users can access and use the correct Price Book based on their region and currency.

NEW QUESTION # 129
A customer is implementing CPQ to support two languages.
Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- **A. The Feature Name field on the Configure Products page**
- **B. HTML Template Content in the Quote document**
- C. Picklist values in the Product Family field on the Product object
- D. Configuration Attribute picklist values

Answer: A,B

Explanation:
Issue:
* Quote Lines on Quote A are grouped incorrectly in the output document.
Possible Causes:
* C: Quote Line Groups: Existing Quote Line Groups on the Quote override the Group Field setting in the template.
* D: Group Field in Template Section: The Group Field value in the Line Items template section may cause unexpected grouping.
Why Other Options Are Incorrect:
* A: The Modified By field has no impact on template grouping.
* B: Configuration Attributes like location affect product selection, not grouping in Quote templates.
Salesforce CPQ Reference:
* Grouping behavior is explained in the Quote Templates and Line Item Configuration documentation .

NEW QUESTION # 130
The admin at Universal Containers receives a report from a user that checking the Contracted box on an Opportunity with a single Product fails to result in a Contract.
What are two possible reasons a Contract is unable to be created?
Choose 2 answers

- **A. The Opportunity must have a Primary Quote associated to it.**
- B. The Subscription Pricing field on the Product is One-time
- **C. The Subscription Conversion Behavior field on the Product is set to None.**
- D. The Subscription Pricing field on the Prodduct is blank.

Answer: A,C

Explanation:
Issue:
* Contract creation fails when the Contracted checkbox is checked on an Opportunity.
Possible Causes:
* A: If the Subscription Conversion Behavior is set to None, the product is not converted into a Subscription, preventing the Contract from being created.
* B: The Opportunity requires a Primary Quote to generate a Contract, as the Contract details are derived from the Quote.
Why Other Options Are Incorrect:
* C: If the Subscription Pricing field is blank, the product is treated as non-subscription but does not prevent Contract creation.
* D: Products with Subscription Pricing = One-time are not converted to Subscriptions, but they do not block Contract creation.
Salesforce CPQ Reference:
* Contract creation requirements and behaviors are documented under CPQ Subscription Management Guidelines .

NEW QUESTION # 131
When Product A is Added to a Primary Quote, sales reps can view the Quote Une and make adjustments.
However, an Opportunity Une Item is missing for Product A after the Primary Quote has been saved.
What are two possible causes for this behavior?
Choose 2 answers

- A. Product A has "Optional" set to TRUE.
- B. Product A has "Exclude From Opportunity" set to TRUE.

- C. Product A has "Component" set to TRUE.
- D. Product A has 'Hidden' set to TRUE.

Answer: C,D

Explanation:
Cause Analysis:
* Hidden = TRUE: Products marked as hidden do not appear in the Opportunity Line Item after saving the Quote.
* Component = TRUE: Products flagged as components are part of a bundle and are not directly added as standalone Opportunity Line Items.
Key Settings:
* These configurations are commonly used for internal or auxiliary products within a bundle or restricted products.
Salesforce CPQ Reference:
* The behavior is explained under Product Configuration and Quote Mapping .

NEW QUESTION # 132

The admin at Universal Conteiners has received several reports that unwanted price changes have occurred on Quotes that have already been approved.
Which two configuration changes should the admin make to prevent this issuc from happening?
Choose 2 answers

- A. Create a Product Rule, type Validation, that blocks users from editing Quote or Quote Line fields.
- B. Add a Validation Rule on an approved Quote and Quote Line to prevent any material changes.
- C. Assign a different layout to ensure users cannot access the Quote Line Editor, and hide the related list of Quote Lines.
- D. Remove any edit permissions on pricing ficlds in the ficld level security.

Answer: A,B

Explanation:
Requirement Overview:
* Prevent users from making price changes to Quotes or Quote Lines that have already been approved.
Solutions:
* C. Validation Rule:
* Create a Validation Rule to block any material changes to approved Quotes or Quote Lines.
* D. Product Rule:
* Use a Validation Product Rule to prevent edits to pricing fields once a Quote has been approved.
Steps to Configure:
* Validation Rule:
* Navigate to Setup > Validation Rules for the Quote and Quote Line objects.
* Create rules to restrict edits when the status is set to Approved.
* Product Rule:
* Create a Validation Product Rule targeting Quote or Quote Line fields.
Validation:
* Test by attempting to edit an approved Quote and verifying the system prevents changes.

NEW QUESTION # 133

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The Salesforce Sales-Admn-202 certification brings multiple career benefits. Reputed firms happily hire you for good jobs when you earn the Salesforce Certified CPQ Administrator Sales-Admn-202 certificate. If you are already an employee of a tech company, you get promotions and salary hikes upon getting the Salesforce Certified CPQ Administrator Sales-Admn-202. All these career benefits come when you crack the Salesforce Certified CPQ Administrator Sales-Admn-202 Certification examination. To pass the Salesforce Certified CPQ Administrator Sales-Admn-202 test, you need to prepare well from updated practice material such as real Salesforce Sales-Admn-202 Dumps. We guarantee that this study material will prove enough to prepare successfully for the Sales-Admn-202 examination.

Sales-Admn-202 Reliable Exam Questions: https://www.braindumpquiz.com/Sales-Admn-202-exam-material.html

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