

Exam Sales-Admn-202 Collection, Latest Braindumps

Sales-Admn-202 Ppt



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <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. |
| Topic 2 | <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. |
| Topic 3 | <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. |
| Topic 4 | <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. |

| | |
|---------|---|
| Topic 5 | <ul style="list-style-type: none"> 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 6 | <ul style="list-style-type: none"> 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 7 | <ul style="list-style-type: none"> 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. |

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Salesforce Certified CPQ Administrator Sample Questions (Q28-Q33):

NEW QUESTION # 28

Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. Update Percent of Total Target on Warranty to Standard Warranty.
- B. Update Percent of Total (%) on the hardware products to 10.
- C. Update Percent of Total Base on Warranty to Net Price.**
- D. Update Percent of Total Category on the hardware products to Hardware.

Answer: C

Explanation:

Requirement Overview:

* Warranty pricing should be based on the discounted prices of hardware products.

Solution Details:

* The Percent of Total Base field determines the pricing basis for Percent of Total Products.
* To ensure the price reflects discounted values, set the Percent of Total Base to Net Price.

Steps to Configure:

* Navigate to the Warranty Product record.
* Update the Percent of Total Base field to Net Price.
* Save and test the configuration by adding hardware products and the Warranty to a Quote.

Validation:

* The Warranty price should now calculate as 10% of the discounted prices of hardware products.

NEW QUESTION # 29

An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- A. Set the Product field Asset Conversion picklist to One per Unit.
- B. Set the Product field Asset Amendment Behavior picklist to Allow Refund.
- C. Set the Account field Renewal Model to Asset Based.
- D. Set the CPQ Package setting Renewal Model to Asset Based.

Answer: A

Explanation:

Requirement Overview:

* Admin needs to generate one Asset record for each unit of the Product upon contracting.

Solution Details:

* The Asset Conversion field determines how Salesforce CPQ creates Asset records from Quote Lines.

* Setting Asset Conversion to One per Unit ensures that for each quantity of the Product, a corresponding Asset is created.

Steps to Configure:

* Navigate to the Product record.

* Locate the Asset Conversion picklist and select One per Unit.

* Save and test the configuration by creating a Quote, contracting it, and verifying the Asset creation.

NEW QUESTION # 30

Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced as Percent Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- A. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- B. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- C. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.
- D. Set the maintenance product Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.

Answer: A

NEW QUESTION # 31

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.
- B. Create a custom Page Layout and add the custom Contract Name field to the layout.
- C. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- D. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.

Answer: A

Explanation:

Requirement Overview:

* Ensure that the Contract Name field is visible to users when initiating an Amendment.

Key Configuration:

* The Active Contract Lookup Field Set on the Contract object determines which fields appear when selecting a Contract for an Amendment.

Steps to Configure:

- * Navigate to the Field Set named Active Contract Lookup on the Contract Object.
- * Add the custom Contract Name field to the Field Set.

Validation:

- * Test the Amendment process to confirm that the Contract Name field is visible.

NEW QUESTION # 32

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 original Subscription
- *The first amended Subscription
- *The second amended Subscription

- A. 100, -20, 40
- B. 120, -20, 40
- C. 80, 0, 40
- D. 100, 80, 120

Answer: D

Explanation:

Scenario Breakdown:

- * The original subscription starts with 100 licenses.
- * After the first year, the count decreases to 80 licenses.
- * After the second year, the count increases to 120 licenses.

Quantity Adjustments:

- * Original Subscription: The initial agreement is for 100 licenses over 36 months.
- * First Amendment: Reduces the quantity to 80 licenses for the remaining term after the first year.
- * Second Amendment: Increases the quantity to 120 licenses after the second year.

Validation:

- * Salesforce CPQ keeps track of subscription adjustments through the Contract object.
- * Amendments reflect updated quantities while preserving the history of original and amended subscriptions.

NEW QUESTION # 33

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