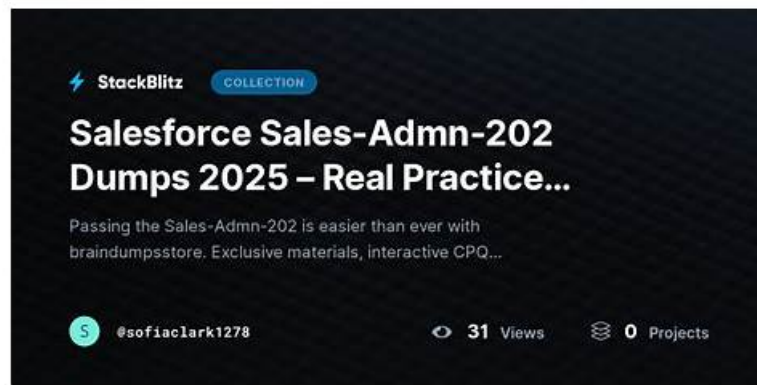


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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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 5	<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 6	<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 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 (Q153-Q158):

NEW QUESTION # 153

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

Answer: A,C

Explanation:

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.

NEW QUESTION # 154

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. 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.
- 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. Populate the Sort Order field on each Product record to properly sort the Quote Lines within each section.

Answer: A,B

Explanation:

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 .

NEW QUESTION # 155

Subscription Product A has a Subscription Term of 6, a List Price of \$100, and a Ranged Discount Schedule.

A user has added this Product a Quote with a Term of 12.

A u The Ranged Discount Schedule is automatically applying a Discount of 25%.

What is the Regular Price in this scenario?

- **A. Regular Price of \$75**
- B. Regular Price of \$150
- C. Regular Price of \$100
- D. Regular Price of \$200

Answer: A

Explanation:

Subscription Term and List Price:

* Subscription Product A has a Subscription Term of 6 months with a List Price of \$100.

* When added to a Quote with a Term of 12 months, the List Price is prorated to account for the longer term.

Proration and Ranged Discount Schedule:

* A Ranged Discount Schedule applies discounts based on quantity, volume, or term thresholds.

* For the 12-month term, the price is prorated to \$200 (2 times the List Price for 6 months).

* The Discount Schedule applies a 25% discount to the prorated price, reducing it to \$150.

Regular Price Calculation:

* The Regular Price reflects the discounted value after applying the Discount Schedule:

$\text{Regular Price} = 200 \times (1 - 0.25) = 150 \times 0.5 = 75$
 $\text{Regular Price} = 200 \times (1 - 0.25) = 150 \times 0.5 = 75$

Key Salesforce CPQ Reference Points:

* Ranged Discount Schedules modify the List Price based on configured thresholds .

* Subscription Pricing Logic ensures correct proration for products with terms different from the Quote Term .

NEW QUESTION # 156

An admin has set the Group ReW on one of the Quote templates. On output documents on Quote A, Quote Lines appear to be grouped incorrectly.

What are two explanations for this grouping?

Choose 2 answers

- A. Bundles on Quote A contain a Configuration Attribute designating location.
- **B. Template Section with Template Content of Line Items type has a value in Group Field.**
- C. Modified By field on the user

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