

Sales-Admn-202合格率書籍、Sales-Admn-202資格講座



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Salesforce Sales-Admn-202 認定試験の出題範囲：

トピック	出題範囲
トピック 1	<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.
トピック 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.
トピック 3	<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.
トピック 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.

最新データ無料ダウンロード Salesforce Salesforce Certified CPQ Administrator 合格保証版

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Salesforce Certified CPQ Administrator 認定 Sales-Admn-202 試験問題 (Q90-Q95):

質問 #90

Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

- A. Select the correct Documents Folder from the Documents field on the Quote Template.
- B. Create a new Template Section for each PDF document.
- C. Reference each PDF Document in Custom Template Content records.
- **D. Create a new Additional Document on the Quote Template for each PDF document.**

正解: D

解説:

Requirement Overview:

* Universal Containers needs to attach required PDF documents stored in Salesforce Documents to the Quote output.

Solution:

* Use the Additional Document feature on the Quote Template to include PDF files in the generated output.

Steps to Configure:

* Navigate to the Quote Template.

* Create an Additional Document for each required PDF:

* Reference the document stored in Salesforce.

* Save the Quote Template.

Validation:

* Generate a Quote document and confirm that the Additional Documents are included as attachments.

質問 #91

Universal Containers sells Subscription Products with prorated pricing dependent on the total Subscription Term as follows:

* Product A is configured to have a 36 Month Subscription Term (SBQQ__SubscriptionTerm__c = 36) with a List Unit Price of \$36,000.

* Product B is configured to have a 1 Month Subscription Term (SBQQ__SubscriptionTerm__c = 1) with a List Unit Price of \$2,000, Each Quote Line has a Quantity of 15. The Quote has a Subscription Term of 18 Months without a discount applied.

5 the expected Prorate Multiplier and resulting Net Total for both Quote Lines?

- A. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 1* Product B Net Total = \$360,000
- B. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 18* Product B Net Total = \$540,000
- **C. * Product A Prorate Multiplier = 0,5* Product A Net Total = \$270,000* Product B Prorate Multiplier = 18* Product B Net Total = \$36,000**

正解: C

解説:

Scenario:

* Product A has a 36-month Subscription Term with a List Price of \$36,000.

* Product B has a 1-month Subscription Term with a List Price of \$2,000.

* Quote Subscription Term is 18 months.

Calculation:

* Product A Prorate Multiplier = $18 / 36 = 0.5$.

* Net Total = $\$36,000 \times 15 \times 0.5 = \$270,000$.

* Product B Prorate Multiplier = $18 / 1 = 18$.

* Net Total = $\$2,000 \times 15 \times 18 = \$36,000$.

Why Other Options Are Incorrect:

* A: The Net Total for Product B is incorrectly inflated.

* C: The Prorate Multiplier for Product B should reflect the Quote Term-to-Subscription Term ratio, not default to 1.

Salesforce CPQ Reference:

* Prorated pricing and multiplier calculations are explained in Subscription Pricing Guidelines .

質問 # 92

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

正解: **B**

解説:

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.

質問 # 93

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- A. Add a Cost Discount Schedule to the Products Discount Schedule related list.
- **B. A Create a Cost record in the Product's Costs related list.**
- C. Add the Cost to the Product's Price Book Entry Cost field.

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