

分享最新版本的Sales-Admn-202題庫 -免費下載 Salesforce Certified CPQ Administrator - Sales-Admn-202擬真試題



此外，這些KaoGuTi Sales-Admn-202考試題庫的部分內容現在是免費的：https://drive.google.com/open?id=1xEdDUfzq_ul2TWM4A3D5IRv20y6jE-0j

你已經看到KaoGuTi Salesforce的Sales-Admn-202考試認證培訓資料，是時候做出選擇了，你甚至可以選擇其他的產品，不過你要知道我們KaoGuTi帶給你的無限大的利益，也只有KaoGuTi能給你100%保證成功，KaoGuTi能讓你有一個美好的前程，讓你以後在IT行業有更寬廣的道路可以走，高效率的工作在資訊技術領域。

現在的Salesforce題庫商為了賺錢，太多的促銷活動，從而降低了題庫質量，這讓Sales-Admn-202考生如何選擇呢？作為一個消費者來講，當然選擇價格低，覆蓋率高的題庫。價格低的網站太多了，但是這裡考生需要考慮到品牌。一個網站的信譽有時候非常重要。許多朋友都在推薦 KaoGuTi 的題庫。曾多次有考生稱贊該題庫讓他們高通過率獲取Sales-Admn-202認證。

>> Sales-Admn-202考題套裝 <<

最新Sales-Admn-202題庫的PDF版是廣大考生必選對象-是通過 Sales-Admn-202 考試的保障

在這個什麼都不斷上漲除了工資不上漲的年代裏，難道你不想突破自己嗎，讓工資翻倍，這也不是不可能，只要

通過Salesforce的Sales-Admn-202考試認證，你將會得到你想要的，而KaoGuTi將會為你提供最好的培訓資料，讓你安心的通過考試並獲得認證，它的通過率達到100%，讓你不得不驚歎，這確實是真的，不用懷疑，不用考慮，馬上就行動吧。

Salesforce Sales-Admn-202 考試大綱：

主題	簡介
主題 1	<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.
主題 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.
主題 3	<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.
主題 4	<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.
主題 5	<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.
主題 6	<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.
主題 7	<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.

最新的 Salesforce Administrator Sales-Admn-202 免費考試真題 (Q141-Q146):

問題 #141

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 Pnce m this scenario?

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

答案： D

解題說明：

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 .

問題 #142

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically.

The user has to click calculate twice for the discount to apply.

What is the most likely cause of the issue?

- A. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- B. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.
- C. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- D. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.

答案： D

解題說明：

Behavior Explanation:

* The Price Rule fails to apply correctly because formula fields used in Price Conditions are not natively supported for the first evaluation cycle.

* The system requires additional recalculation to fetch and calculate the correct formula-derived value.

Root Cause:

* Price Rule evaluation relies on static field values at runtime. When formula fields are used, their values may not be immediately available due to dependency on intermediate calculations.

Salesforce CPQ Reference:

* Salesforce documentation discourages the use of formula fields in Price Conditions for real-time calculations and recommends using static fields or Lookup Queries for consistent behavior .

問題 #143

The Require Approved Quote package-level setting prevents CPQ from generating records for which object?

- A. Order
- B. Contracted Price
- C. Contract
- D. Quote Document

答案： A

解題說明：

Requirement Overview:

* The Require Approved Quote setting prevents certain records from being created without an approved Quote.

Solution Details:

* When this setting is enabled, Salesforce CPQ blocks the creation of Order records unless the associated Quote has been approved.

Validation:

* Test by attempting to create an Order from an unapproved Quote and confirming that the system blocks the action.

問題 #144

The Admin at Universal Containers wants to add Maintenance and Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the Admin set up the Product to meet both requirements?

- A. Create two Production Options Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.
- **B. Create two Product Features, Maintenance and Support. The Support feature should have a lower value in the "Number" field.**
- C. Create two Product Options, Maintenance and Support. The Support option should have a lower value in the "Number" field.
- D. Create two Product Features, Maintenance and Support. Maintenance will always display first, due to alphabetical ordering.

答案： B

解題說明：

Requirement:

* Maintenance and Support products must display in separate sections during configuration.

* Support products should appear above Maintenance products.

Solution:

* Product Features are used to organize Product Options into sections.

* The Number field on Product Features determines the order in which the sections appear.

* Support should have a lower Number value to appear above Maintenance.

Salesforce CPQ Reference:

* The Product Features Configuration Guidelines explain how to use features and their ordering mechanisms .

問題 #145

An admin created a dynamic bundle and needs a Product Rule to limit which products users see when configuring the bundle. Which type of Product Action should the Admin create to ensure that only a specific set of products may be selected for the dynamic bundle?

- A. Default filter
- **B. Enable**
- C. Optional filter
- D. Show

答案： B

解題說明：

Requirement:

* Restrict the products visible during the configuration of a dynamic bundle.

Solution:

* Use a Default Filter in a Product Rule. This ensures only the specified set of products is displayed in the configurator for the dynamic bundle.

Why Other Options Are Incorrect:

* A: Optional filter is not a valid Product Action.

* B: The Show action determines visibility but does not enforce restrictions on selections dynamically.

* D: Enable action is used to activate a previously disabled product but does not filter selections.

Salesforce CPQ Reference:

* Dynamic bundles and filtering actions are detailed in CPQ Product Rule Configuration Guidelines .

問題 #146

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現在許多公司正要求員工接受減薪，然而雇員可能抱怨幾年前增加的不足百分之四或五的薪水，持有當前的 IT 認證不能保證您不面對減薪。但擁有特別的認證包括 GAQM、EMC、ISC 證書，就會使員工具有獲得被付高薪的資格。而 KaoGuTi 為你提供的 Salesforce Sales-Admin-202 練習題和答案能使你順利通過考試。Salesforce Sales-Admin-202 考古題是考試之前的模擬考試時很有必要的，也是很有有效的。如果你選擇了它，你可以 100% 通過 Sales-Admin-

