

Sales-Admn-202합격보장가능시험, Sales-Admn-202퍼펙트덤프샘플다운로드



BONUS!!! Itexamdump Sales-Admn-202 시험 문제집 전체 버전을 무료로 다운로드하세요: <https://drive.google.com/open?id=10dYjVmnZEwn3CdxkGBGYO7EgFsolybhc>

Itexamdump는 우수한 IT인증시험 공부가이드를 제공하는 전문 사이트인데 업계에서 높은 인지도를 가지고 있습니다. Itexamdump에서는 IT인증시험에 대비한 모든 덤프자료를 제공해드립니다. Salesforce인증 Sales-Admn-202시험을 준비하고 계시는 분들은 Itexamdump의 Salesforce인증 Sales-Admn-202덤프로 시험준비를 해보세요. 놀라운 고득점으로 시험패스를 도와드릴것입니다. 시험에서 불합격하면 덤프비용 전액환불을 약속드립니다.

Salesforce인증사에서 주최하는 Sales-Admn-202시험은 IT업계에 종사하는 분이시라면 모두 패스하여 자격증을 취득하고 싶으리라 믿습니다. Itexamdump에서는 여러분이 IT인증자격증을 편하게 취득할수 있게 도와드리는 IT자격증 시험대비시험자료를 제공해드리는 전문 사이트입니다. Itexamdump덤프로 자격증취득의 꿈을 이루세요.

>> Sales-Admn-202합격보장 가능 시험 <<

Sales-Admn-202퍼펙트 덤프샘플 다운로드 & Sales-Admn-202시험응시

Itexamdump는 Salesforce Sales-Admn-202시험에 필요한 모든 문제유형을 커버함으로서 Salesforce Sales-Admn-202시험을 합격하기 위한 최고의 선택이라 할수 있습니다. Salesforce Sales-Admn-202시험 Braindump를 공부하면 학원다니지 않으셔도 자격증을 취득할수 있습니다. Salesforce Sales-Admn-202 덤프정보 상세보기는 이 글의 링크를 클릭하시면 Itexamdump사이트에 들어오실수 있습니다.

Salesforce Sales-Admn-202 시험요강:

주제	소개
주제 1	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.

주제 2	• 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.
주제 3	• 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.
주제 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.

최신 Salesforce Administrator Sales-Admn-202 무료 샘플문제 (Q19-Q24):

질문 # 19

Universal Containers requires an output document that has Quote Terms localized to three languages, selectable by the user. Which two tasks should the Admin complete to set up localization of the quote PDF?

- A. Create a Quote picklist field named output Language, With language codes as values.
- B. Enable "Allow Output in Different Languages" In the managed package settings.
- C. Set the Quote Term field Language to the desired output language for each Quote Term.
- D. Create Localization records for individual Quote Terms for all three languages.

정답: A,D

설명:

* Requirement:

* Localize Quote Terms into three selectable languages for the quote PDF output.

* Solution Steps:

* Step A: Create a picklist field (e.g., Output Language) on the Quote object with language codes (e.g., EN, FR, DE) as values.

* Step B: Create Localization records for each Quote Term in all three languages, ensuring the Quote PDF reflects the selected language.

* Why Other Options Are Incorrect:

* C: "Allow Output in Different Languages" is not an actual managed package setting.

* D: Setting the Language field alone does not dynamically manage multiple languages for PDF generation.

* Salesforce CPQ Reference:

* Localization of Quote Terms is covered in CPQ Multi-Language Configuration Guidelines .

질문 # 20

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- A. Set up a Lookup Price Rule referencing a custom object.
- B. Create a bundle level Configuration Attribute.
- C. Set the Configuration Attribute with Apply to Product Options to True.
- D. Create a Feature level Configuration Attribute.

정답: B,C

설명:

Requirement:

* Ensure that the cubic volume selected at the bundle level applies to all Product Options.

Solution:

* Option C: Setting the Configuration Attribute's Apply to Product Options to True ensures the selected value cascades to all Product Options within the bundle.

* Option D: Creating a bundle-level Configuration Attribute allows sales reps to select a single cubic volume value that governs all

Product Options in the bundle.

Why Other Options Are Incorrect:

* A: Lookup Price Rules reference external objects but are not relevant to syncing a volume value across Product Options.

* B: Feature-level Configuration Attributes are scoped to specific features, not the entire bundle.

Salesforce CPQ Reference:

* The functionality of Configuration Attributes and their application to Product Options is documented in Bundle Configuration Guidelines .

https://help.salesforce.com/s/articleView?id=sf.cpq_config_attribute_guidelines.htm&type=5

질문 # 21

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- C. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- D. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.

정답: A

설명:

* Understanding the Requirement:

* Universal Containers wants a bundle with pre-selected Product Options.

* Sales reps should mostly leave the default configuration as-is but need the flexibility to make changes when required.

* Salesforce CPQ Feature Overview:

* Configuration Type:

* Determines whether sales reps can modify the configuration of a bundle product.

* Setting it to Allowed permits the flexibility to configure without mandating it.

* Configuration Event:

* Defines when the bundle configurator is accessible.

* Setting it to Edit prevents the configurator from opening automatically but allows sales reps to access it by clicking the "Reconfigure" link.

* Configuration Steps:

* Navigate to the Bundle Product record in Salesforce CPQ.

* Set the Configuration Type field to Allowed. This ensures the configurator is optional and not enforced.

* Set the Configuration Event field to Edit. This enables the configurator to be accessible only upon user action.

* Key Behaviors:

* With these settings, sales reps can use the default configuration but still make changes if needed by accessing the configurator manually.

* The "Reconfigure" link in the quote line becomes available for editing.

* Testing and Validation:

* Add the bundle to a Quote.

* Verify that the configurator does not open automatically.

* Check that the "Reconfigure" link is accessible on the Quote Line for editing options.

References:

This solution is aligned with Salesforce CPQ documentation on managing bundle configurations and providing sales reps with flexible configuration options.

질문 # 22

Northern Trail Outfitters has two products:

□ Both products are added to a one year quote. The Adventure in a Box product has a list price of \$10 with a discount of 50%.

What Is the expected Net Total of Premium Support?

- A. \$12.00
- B. \$60.00

- C. \$54.00
- D. \$6.00

정답: A

설명:

Scenario Breakdown:

- * Adventure in a Box:
- * List Price = \$10
- * Discount = 50%
- * Net Price = \$5 (after 50% discount).
- * Premium Support:
- * Percent of Total Base = List Price.
- * Percent of Total = 10%.

Calculation of Premium Support:

- * Percent of Total applies to the Net Price of Adventure in a Box.
- * Net Total of Premium Support = $\$5 \times 10\% = \0.50 per month.
- * For 12 months: $\$0.50 \times 12 = \12.00 .

질문 # 23

The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product A, the item the customer purchased previously?

- A. Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- B. Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.
- C. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.
- D. Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.

정답: B

설명:

Requirement:

- * Apply a 10% discount to Product A on the Quote Line if the customer has previously purchased Product A (stored as an Asset).

Solution:

- * Summary Variable:
- * Sum the Quantity field on Asset records for Product A.
- * Price Condition:
- * Verify that the Summary Variable is greater than 0 to confirm the customer has purchased Product A.

Why Other Options are Incorrect:

- * B: Quote Lines do not track prior purchases; Assets do.
- * C, D: These do not align with the requirement to verify prior purchases via Assets.

Salesforce CPQ Reference:

- * Summary Variables and their use in Price Rules are documented under CPQ Discounting Guidelines .

질문 # 24

.....

불과 1,2년전만 해도 Salesforce Sales-Admin-202덤프를 결제하시면 수동으로 메일로 보내드리기에 공휴일에 결제하시면 덤프를 보내드릴수 없어 고객님께 폐를 끼쳐드렸습니다. 하지만 지금은 시스템이 업그레이드되어 Salesforce Sales-Admin-202덤프를 결제하시면 바로 사이트에서 다운받을수 있습니다. Itexamdump는 가면갈수록 고객님께 편리를 드릴수 있도록 나날이 완벽해질것입니다.

Sales-Admn-202퍼펙트 덤프샘플 다운로드 : <https://www.itexamdump.com/Sales-Admn-202.html>

- [illegible]

그 외, Iteamdumps Sales-Admin-202 시험 문제집 일부가 지금은 무료입니다: <https://drive.google.com/open?id=10dYjVmnZEwn3CdxkGBGYO7EgFsolybhc>