

Sales-Admn-202関連試験、Sales-Admn-202資格難易度



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IT業界での大手会社として、Salesforceは認証を通して専門家の標準を確認しました。認証を取得した専門家たちの給料は普通の専門家たちに比べて高いです。だから、Sales-Admn-202試験の認証はIT業界でのあなたにとって重要です。この認証がありましたら、あなたはもっと輝かしい未来を迎えることができます。Sales-Admn-202問題集の重要性が言うまでもなく、Sales-Admn-202問題集の選択も大切です。我々の問題集を利用して、試験に合格することができます。

現在、どの領域にでも勉強して努力する必要があります。IT業界でも同じです。Salesforceに関する仕事をしている人たちはさまざまな認証試験に参加して自分の知識を補充し、よく働く必要があります。Sales-Admn-202試験に合格するのはあなたの能力を証明して、質素を高めることができます。

>> Sales-Admn-202関連試験 <<

Sales-Admn-202資格難易度、Sales-Admn-202専門知識

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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	• 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	• 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.
トピック 3	• 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.
トピック 4	• 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.
トピック 5	• 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.
トピック 6	• 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.

Salesforce Certified CPQ Administrator 認定 Sales-Admn-202 試験問題 (Q77-Q82):

質問 # 77

Sales reps at Universal Containers want to be able to filter products based on their Release Date. For example, a sales rep would like to see products with a Release Date between their input values of 11/23/04 and 01/16

/07 when adding products.

What should the admin create for this use case?

The options are:

- A. A custom action condition for the Release Date field
- B. Configuration attributes for the earliest and latest date
- C. A custom action with the Filter Source Field set to Release Date
- D. A search filter for the Release Date field

正解: D

質問 # 78

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

- A. Selected
- B. Required
- C. Bundled
- D. Quantity Editable

正解: B

解説:

- * Understanding the Requirement:
- * Universal Containers needs Product Option A to be automatically included with Product B during the configuration.
- * Sales reps should not be able to remove Product Option A.
- * Salesforce CPQ Mechanism:
- * The Required field on a Product Option ensures that it is mandatory within a bundle and cannot be deselected by the user during configuration.
- * Field Behavior:
- * When the Required checkbox is selected for a Product Option:
- * The option is always included in the bundle configuration.
- * Users cannot remove or modify it unless additional automation (like a product rule) overrides this setting.
- * Configuration Steps:
- * Navigate to the Product Option A record associated with Product B in Salesforce CPQ.
- * Select the Required checkbox and save the changes.
- * Ensure that no conflicting product or price rules exist that could affect this behavior.
- * Field Alternatives and Clarifications:
- * Bundled: Sets the option as a part of the bundle, but this primarily affects pricing (sets price to zero) and doesn't enforce inclusion.
- * Quantity Editable: Allows control over whether users can adjust the quantity but does not prevent removal.
- * Selected: Preselects the option during configuration but still allows users to deselect it.
- * Verification and Testing:
- * Create a test configuration with Product B as the parent and verify that Product A is always included in the bundle.
- * Attempt to remove Product A to confirm that it is not possible.

References:

Verified from Salesforce CPQ official guidelines on "Required" field functionality for Product Options.

質問 # 79

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

- A. Disabled
- B. Configurable
- C. Allowed
- D. Required
- E. None

正解: C、D、E

解説:

Requirement:

- * Allow users to choose options and define quantities during bundle configuration.

Configuration Types:

- * None (A): Users can freely choose options and set quantities.
- * Allowed (C): Users can choose options and optionally set quantities.
- * Required (E): Users must configure the options and define quantities.

Why Other Options Are Incorrect:

- * B: Configurable is not a valid value for the Configuration Type field.
- * D: Disabled prevents any configuration, which contradicts the requirement.

Salesforce CPQ Reference:

- * Configuration Types are documented under Bundle Configuration Guidelines .

質問 # 80

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

正解: A

解説:

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.

質問 # 81

A user needs to amend a contract and change prices to reflect new discounts for existing active subscriptions and assets. How should the user achieve this?

- A. Change the values for Net Price on the subscription or Price field on the asset. Amend the contract and use Refresh Prices.
- B. Clone the Quote Lines which need to be updated. Modify the desired discounts on the cloned Quote Lines. Update the original Quote Lines to a Quantity of zero.
- C. Create a Price Book with Price Book Entries to reflect the new prices. Populate the Contract Amendment Price Book ID field with the new Price
- D. Change the status of the contract to Draft. Make price changes on the original quote used to generate the contract and check Contracted on the Opportunity again.

正解: A

解説:

Requirement:

* Amend an active contract and adjust prices for subscriptions and assets based on new discounts.

Solution:

* Use the Amend Contract process.

* Adjust prices for subscriptions or assets directly by modifying the Net Price or Price field.

* Use the Refresh Prices button to apply changes to the amended contract.

Why Other Options are Incorrect:

* A: Cloning Quote Lines is unnecessary and inefficient for contract amendments.

* B: Changing the contract status to Draft is not supported in standard CPQ.

* D: Creating a new Price Book is not required for this use case.

Salesforce CPQ Reference:

* The Amendments Process is extensively documented in CPQ Subscription Management .

質問 # 82

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