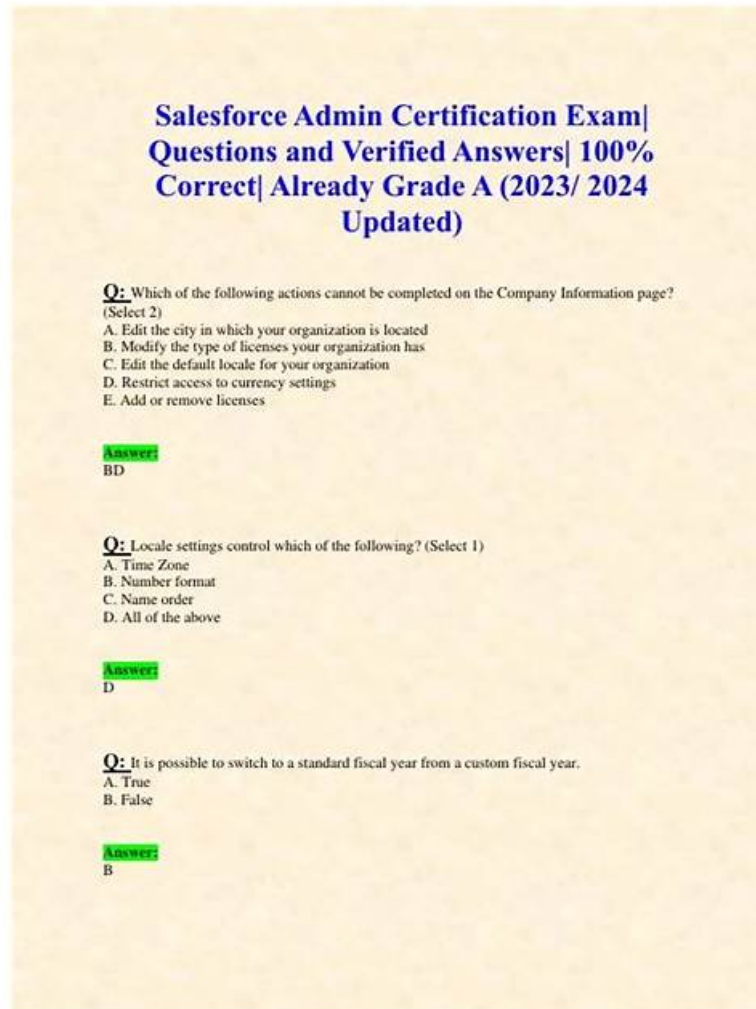


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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 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.
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"> • 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.
Topic 4	<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 5	<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.

Salesforce Certified CPQ Administrator Sample Questions (Q138-Q143):

NEW QUESTION # 138

Universal Container (UC) has a required Configuration Attribute for color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the Admin need to create the Color field to meet this requirement?

- A. Product, Quote Line.
- B. Product, Product Option.
- C. Quote Line, Asset.
- D. Product Option, Quote Line.

Answer: D

Explanation:

Requirement:

* The Color of containers (a Configuration Attribute) must be displayed in the output document.

Solution:

* Create a Color field:

* On Product Option: Captures the color selection during configuration.

* On Quote Line: Ensures the selected color is carried forward to the quote document.

Why Other Options are Incorrect:

* B, D: These options do not account for both configuration and quote visibility requirements.

* C: The Product object alone cannot store configuration-specific selections like color.

Salesforce CPQ Reference:

* Configuration Attributes and their linkage to Quote Lines are documented in CPQ guidelines .

NEW QUESTION # 139

Universal Containers (UC) offers several enterprise server bundles with professional services. UC has a large catalog of professional services that are compatible with any server. New professional services are constantly being introduced. UC wants to design the product configuration to minimize maintenance and ensure scalability.

Which two actions should the admin take to construct these new bundles?

Choose 2 answers

- A. Create a new Custom Action that is filtered to show only Professional Services Products.
- **B. Create a Filter Product Rule with a Product Action filtering for Professional Services Products.**
- **C. Create a Dynamic Feature for Professional Services Products.**
- D. Create a nested bundle that contains all Professional Services Products.

Answer: B,C

Explanation:

Requirement:

- * Minimize maintenance and ensure scalability for professional services in enterprise server bundles.
- * New professional services are introduced frequently, requiring dynamic handling.

Solution Steps:

- * Dynamic Feature (B): Allows dynamic grouping and population of professional services products, ensuring that new services are automatically included in the configuration without manual updates.
- * Filter Product Rule (D): Ensures only compatible professional services are displayed by applying a filtering condition with a Product Action.

Why Other Options Are Incorrect:

- * A: Custom Actions are useful for guiding users during selection but do not minimize maintenance or scale dynamically.
- * C: A nested bundle containing all services is cumbersome to maintain as new services are introduced.

Salesforce CPQ Reference:

- * Dynamic Features and Filter Product Rules are key tools for managing scalable configurations .

NEW QUESTION # 140

Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sales wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.

What is the most efficient method for the GPQ specialist to meet the business requirement?

- **A. Create a Rich-Text Area field and store the image value.**
- B. Create a formula field that leverages the IMAGE function.
- C. Create a Hyperlink field that stores the URL of the image.
- D. Create an integration between the CMS and Salesforce.

Answer: A

Explanation:

Issue Context:

- * Users encounter a warning when searching Campaign records in the Quote Line Editor.

Root Cause:

- * For Lookup fields to work correctly in Salesforce CPQ's Quote Line Editor, a Twin Field must exist on the target object (Campaign) with the same API name as the Quote Line lookup field.

Solution Steps:

- * Create a custom field on the Campaign Object with the same API name as the lookup field on the Quote Line Object.
- * Ensure the field types match (e.g., both are Lookup fields or Text fields).

Validation:

- * Test the functionality by searching for Campaign records in the Quote Line Editor. The warning message should no longer appear.

Salesforce CPQ Documentation Reference:

- * This is a common configuration for CPQ Lookup fields in the Quote Line Editor.

NEW QUESTION # 141

When creating Orders from Quotes with Salesforce CPQ, the Admin wants to separate similar Products into Orders based on the Product Family of the Products being ordered.

Which two steps must the Admin perform to automatically split these types of Orders? Choose 2 answers

- A. Enable Allow Multiple Orders from a checkbox in the CPQ Package Settings.
- B. Set the Order By field on the Quote to Product Family.
- C. Enable Allow Multiple Orders from a checkbox on the Quote.
- D. Set the Order By field on the Quote Line to Product Family.

Answer: A,B

Explanation:

Comprehensive Detailed Step-by-Step Explanation with all Salesforce CPQ References To split orders based on product family when creating orders from quotes in Salesforce CPQ, the following steps must be followed:

- * Enable the Allow Multiple Orders Setting
- * Navigate to Setup > Installed Packages and locate Salesforce CPQ.
- * Click Configure, then go to the Orders tab in the CPQ package settings.
- * Check the Allow Multiple Orders option. This allows multiple orders to be created from a single quote.
- * This setting ensures that products can be grouped and split into separate orders based on specific criteria like Product Family.
- * Set the Order By Field to Product Family
- * From the object management settings for Quotes, edit the Order By field.
- * Add "Product Family" as a picklist value if it is not already available.
- * On the Quote, select Product Family in the Order By field.
- * Save your changes. When creating an order, Salesforce CPQ will group quote lines into separate orders based on the Product Family.
- * Process for Creating Orders
- * On the quote, select the Ordered checkbox.
- * Salesforce CPQ will automatically split the quote into multiple orders, grouping quote lines by the Product Family value.
- * Notes and Considerations
- * If some quote lines do not have a value for the field used in the Order By, they will be grouped into one order.
- * This functionality is available in Salesforce CPQ editions starting from Summer '16.

By following these steps, administrators can ensure that similar products are automatically separated into different orders based on their product family.

NEW QUESTION # 142

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

*List price: \$100

*Quantity: 5

Discount Schedule field values:

*Type: Slab

*Discount Unit: Percent

- A. \$480.00
- B. \$470.00
- C. \$450.00
- D. \$500.00

Answer: B

Explanation:

* Scenario Breakdown:

* List Price = \$100

* Quantity = 5

* Discount Schedule Type = Slab

* Discount Unit = Percent

* Slab Discount Mechanism:

* In a Slab Discount Schedule, the discount applies to the units within each tier individually, not cumulatively.

* If the quantity is within the first slab, no discount applies unless specified for that slab.

* Calculation:

* Assuming the Discount Schedule for the first slab (1-5) has a 6% discount:

* Regular Unit Price = List Price × (1 - Discount Percent)

* Regular Unit Price = \$100 × (1 - 0.06) = \$94 per unit.

