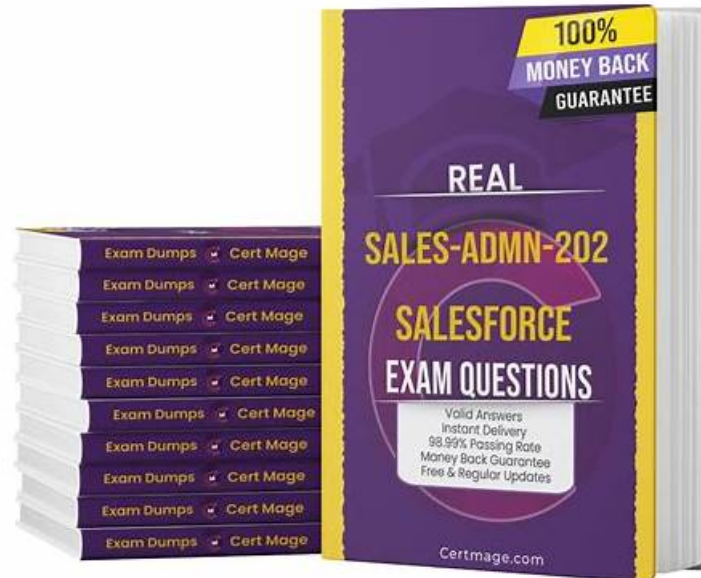


Sales-Admn-202 Deutsch Prüfungsfragen & Sales-Admn-202 Lernressourcen



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Gehen Sie einen entscheidenden Schritt weiter. Mit der Salesforce Sales-Admn-202 Zertifizierung erhalten Sie einen Nachweis Ihrer besonderen Qualifikationen und eine Anerkennung für Ihr technisches Fachwissen. Salesforce bietet eine Reihe verschiedener Sales-Admn-202 Zertifizierungsprogramme für professionelle Benutzer an. Untersuchungen haben gezeigt, dass zertifizierte Fachleute häufig mehr verdienen als ihre Kollegen ohne Zertifizierung.

Salesforce Sales-Admn-202 Prüfungsplan:

Thema	Einzelheiten
Thema 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.
Thema 2	<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.
Thema 3	<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.
Thema 4	<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.

Thema 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.
Thema 6	<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.
Thema 7	<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.

>> Sales-Admn-202 Deutsch Prüfungsfragen <<

Sales-Admn-202 Prüfungsfragen Prüfungsvorbereitungen, Sales-Admn-202 Fragen und Antworten, Salesforce Certified CPQ Administrator

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Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q30-Q35):

30. Frage

An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads.

Which steps should the admin take to meet this requirement?

- A. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- B. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.
- C. Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.
- **D. Create a Process Builder to update the Product Option field that is used for the ConfigurationAttribute value. Set the process to trigger upon new record creation.**

Antwort: D

Begründung:

Requirement: Populate a Configuration Attribute with a dynamic value when the configurator page loads.

Solution Mechanics:

* Process Builder can be used to dynamically set values on records based on predefined logic.

* By targeting the Product Option field, which maps to the Configuration Attribute, Process Builder ensures that the value is set upon record creation.

Steps to Implement:

* Create a new Process Builder.

* Trigger on the creation of the Quote Line record (or related record based on Configuration Attribute setup).

* Define criteria to determine the dynamic value.

* Use the Update Records action to populate the Product Option field with the default value.

Advantages of Process Builder:

* Allows for dynamic and conditional logic.

* Automates the default value population without user intervention.

Testing and Validation:

* Create a test bundle with the Configuration Attribute.

* Load the configurator and verify that the attribute is pre-populated.

31. Frage

Universal Containers offers a bundle with two Products, Product A should always be added. Product B should be included initially, but can be removed by the user.

What two Option configurations that must be utilized for Product B to meet the requirement?

- A. Set Required to FALSE.
- B. Set Bundle to FALSE.
- C. Set Quantity Editable to TRUE.
- D. Set Selected to TRUE.

Antwort: A,D

Begründung:

Requirement Overview:

* Product A must always be included in the bundle.

* Product B should be included by default but can be removed by the user.

Key Configurations:

* Required = FALSE: This ensures that Product B is not mandatory and can be removed by the user.

* Selected = TRUE: This includes Product B by default when the bundle is added to the Quote.

Steps to Configure:

* Navigate to the Product Option record for Product B.

* Set Required to FALSE.

* Set Selected to TRUE.

* Save and test the behavior by adding the bundle to a Quote.

Validation:

* Product B should be pre-selected in the Quote Line Editor but can be deselected by the user.

* This setup ensures flexibility for Product B while ensuring Product A remains mandatory.

32. Frage

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, 9nd aro emor messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 srewers

- A. Q Validation Rules on the Opportunity Product silently fail.D, Only Products with a price greater than zero sync to the Opportunity,
- B. Some Products we missing Rice Book Entries.
- C. Exclude ffor Opportunity is checked on die Product record.
- D. Only Products with an EFfectrve Quantity greater than or less than zero syfK to the Opportunity-

Antwort: A,C,D

Begründung:

Issue Analysis:

* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.

Reasons for Failure:

* B: Products with an Effective Quantity of zero are excluded from syncing.

* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.

* D: Products with a price of zero do not sync by default.

Why Other Options Are Incorrect:

- * A: Missing Price Book Entries prevent quoting entirely, not syncing issues.
 - * E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.
- Salesforce CPQ Reference:
- * CPQ guidelines for syncing Quote Lines to Opportunity Products .

33. Frage

Universal Containers wants a group of users to receive Approval requests at the same time. Only one user from the group needs to respond to the Approval request.

What should the Admin do to meet this requirement?

- **A. Create an Approver record related to the Approval Rule, and reference a Group ID for the users who will be involved. Set the unanimous checkbox to False on the Approver record.**
- B. Create an Approver record for each user, and a single Approval Rule record related to one of the Approvers. Using the Next Approver lookup field, sequence each Approver record to form a chain.
- C. Create an Approver and Approval Rule record for each user. On each Approval Rule, reference the same Approval Chain and Approval Conditions, and assign a unique Approval Step for each Approval Rule.
- D. Create an Approver and Approval Rule record for each user. Set the Parallel checkbox to true and Approval Step 1 for each rule, then add all rules to the same Approval Chain.

Antwort: A

Begründung:

Requirement Overview:

- * A group of users should receive Approval requests simultaneously, and only one user's response is required to approve.

Key Configuration:

- * Use a Group ID to associate the group of approvers.
- * Setting Unanimous = False ensures that only one approval is needed to proceed.

Steps to Configure:

- * Navigate to the Approver Record related to the Approval Rule.
- * Reference the appropriate Group ID.
- * Set the Unanimous checkbox to False.

Validation:

- * Test the Approval process by submitting a Quote for approval and confirming that one approval suffices.

34. Frage

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. The Conditional Print Field for each price Line Column
- **B. The Conditional Print Field of a Template Section for only price Line Columns**
- C. The Hide Totals Field on the Quote Template
- D. The Hide Group Subtotals Field on the Quote Template

Antwort: B

Begründung:

Requirement Overview:

- * Show or hide price-related data in the Quote PDF based on the Primary Checkbox field value.

Solution Details:

- * The Conditional Print Field on Template Sections enables dynamic visibility.
- * Add the Primary Checkbox as a reference in the Conditional Print Field for the section containing price- related columns.

Steps to Configure:

- * Navigate to the Quote Template.
- * Locate the section containing price-related data.
- * Set the Conditional Print Field to reference the Primary Checkbox.

Validation:

- * Generate PDFs with the Primary checkbox set to both True and False and confirm the expected visibility of pricing data.

35. Frage

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