

Sales-Admn-202試験の準備方法 | 更新するSales-Admn-202日本語試験対策試験 | ユニークなSalesforce Certified CPQ Administrator試験問題



2026年It-Passportsの最新Sales-Admn-202 PDFダンプおよびSales-Admn-202試験エンジンの無料共有: <https://drive.google.com/open?id=1usfVdjwfhIqvFDmfHj91XF44C-Ufotal>

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>> Sales-Admn-202日本語試験対策 <<

Sales-Admn-202試験問題 & Sales-Admn-202学習体験談

あなたへの紹介よりあなたに自分で体験させたほうが良いと思います。弊社のIt-Passportsで無料でSalesforceのSales-Admn-202ソフトのデモを直ちにダウンロードできます。SalesforceのSales-Admn-202ソフトを利用してこのソフトはあなたの愛用するものになることを信じています。SalesforceのSales-Admn-202ソフトはあなたにITという職業での人材に鳴らせます。

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	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 2	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 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.
トピック 4	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.

Salesforce Certified CPQ Administrator 認定 Sales-Admn-202 試験問題 (Q94-Q99):

質問 #94

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.
- B. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected
One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10
One Price Action to inject the value 50 into the Unit Price field.
- C. One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A".
One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10.
One Price Action to inject the value 50 into Unit Price field.
- D. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.
One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.

正解: C

解説:

* Requirement:

* Implement a price change for Product A when its quantity exceeds 10.

* Solution:

* Price Conditions:

* Verify that the product is Product A.

* Check that the quantity of Product A exceeds 10 using a Summary Variable.

* Price Action:

* Inject the value \$50 into the Unit Price field for Product A.

* Why Other Options Are Incorrect:

* B, C, D: These options involve unnecessary actions, such as injecting values into the Quantity field, which is unrelated to the requirement.

* Salesforce CPQ Reference:

* Configuring Price Rules with Conditions and Actions for specific scenarios .

質問 #95

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

正解: A

解説:

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.

質問 #96

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- A. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level
- **B. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.**
- C. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- **D. Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.**

正解: B、D

解説:

Requirement Overview:

* Limit the Product Options displayed in a bundle based on the service level selected by the user via a Configuration Attribute.

Solution Details:

* Selection Price Rule: Use a Selection Price Rule to dynamically show or hide Product Options based on the selected value of the Configuration Attribute.

* Apply Immediately: Ensures that changes based on the service level selection occur in real-time during configuration.

Steps to Configure:

* Create the Selection Price Rule:

* Define the Price Rule with a Condition targeting the Configuration Attribute value.

* Use a Price Action to show or hide Product Options.

* Set Apply Immediately:

* Navigate to the Configuration Attribute.

* Set Apply Immediately to TRUE.

Validation:

* Test the bundle configuration by changing the service level and verifying the Product Options displayed dynamically update.

質問 #97

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- **B. HTML Template Content in the Quote document**
- C. Configuration Attribute picklist values
- **D. The Feature Name field on the Configure Products page**

正解: B、D

解説:

Issue:

* Quote Lines on Quote A are grouped incorrectly in the output document.

Possible Causes:

* C: Quote Line Groups: Existing Quote Line Groups on the Quote override the Group Field setting in the template.

* D: Group Field in Template Section: The Group Field value in the Line Items template section may cause unexpected grouping.

Why Other Options Are Incorrect:

* A: The Modified By field has no impact on template grouping.

* B: Configuration Attributes like location affect product selection, not grouping in Quote templates.

Salesforce CPQ Reference:

* Grouping behavior is explained in the Quote Templates and Line Item Configuration documentation.

質問 #98

Universal Containers (UC) has products that will only be utilized as Product Options inside five different bundle products. When a user adds products to the Quote Line Editor, UC wants:

* Bundle products to show in the Product Selection page.

* Products that are Product Options of the bundles to be excluded from the Product Selection page.

How should the admin set up the bundle?

- A. Select the Selectbox on each product option and mark the Product inactive.
- B. Select the bundle on each Product option and mark the Product inactive
- C. Select the Hidden for any Product that is a Product Option for the bundles.
- **D. Select the Component checkbox on any Product that is a Product Option for the bundles.**

正解: D

解説:

Requirement:

* Bundle products should show on the Product Selection page, but their Product Options should not.

Solution:

* Setting the Component checkbox to TRUE for Product Options ensures they are excluded from the Product Selection page and only appear within their bundles.

Why Other Options Are Incorrect:

* B: The Hidden field does not dynamically manage visibility for Product Options.

* C & D: Marking products inactive makes them completely unavailable, which is not the requirement.

Salesforce CPQ Reference:

* The Component checkbox's functionality is explained in Product Configuration.

質問 #99

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まだSalesforceのSales-Admn-202認定試験を悩んでいますかこの情報の時代の中で専門なトレーニングを選択するのと思っていますか? 良いターゲットのトレーニングを利用すれば有効で君のIT方面の大量の知識を補充できます。SalesforceのSales-Admn-202認定試験「Salesforce Certified CPQ Administrator」により準備ができて、試験に穏やかな心情をもって扱うことができます。It-Passportsの専門家が研究された問題集を利用してください。

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