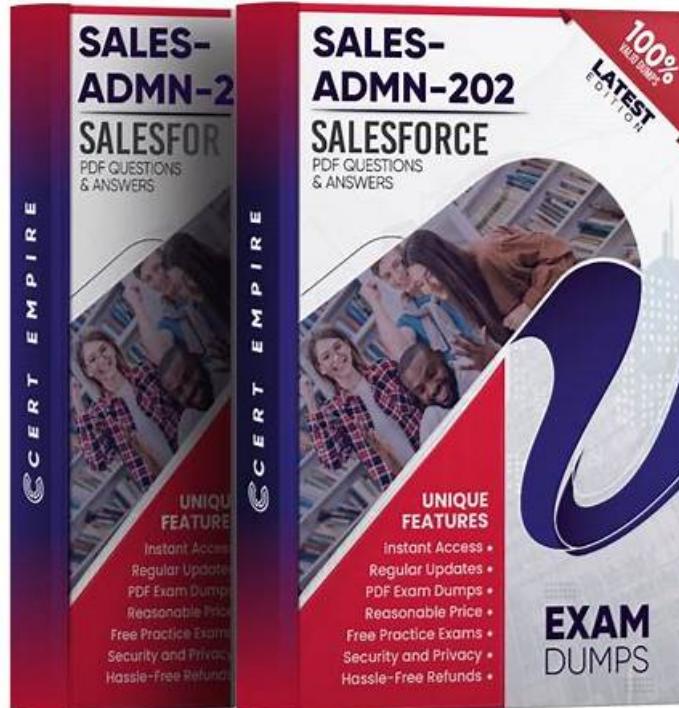# Sales-Admn-202 Reliable Test Voucher - Sales-Admn-202 Test Collection Pdf

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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.

Topic 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.
Topic 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.
Topic 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.
Topic 5	• 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 6	• 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.
Topic 7	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q146-Q151):

NEW QUESTION # 146
Universal Containers (UC).utilizes bundles to sell hardware and related accessories together as a package.
Several of the accessories are component-type Options, with quantities dependent on the hardware. UC wants to begin using split Orders to manage a fulfillment process, with Orders broken out based on when items are shipped to the customer.
Whet should UC consider before implementing split Orders ?

- A. The hardware bundle and component-type Options must be placed in the same Order together.
- B. The hardware bundle and component-type Options can be split using the Order By field.
- C. The hardware bundle and component-type Options can be spilt manually.
- D. The hardware bundle and component-type Options can be spilt Into separate Orders without preserving the bundle structure.

Answer: D

Explanation:
Requirement Overview:
* Universal Containers wants to use split Orders to manage fulfillment by separating items based on their shipping schedules.
Key Considerations:
* Component-type Options: When splitting Orders, component-type Options are treated independently and can be split into different Orders.
* Bundle Structure: Splitting Orders does not maintain the bundle structure, meaning the parent-child relationships of the bundle are not preserved in the split Orders.
Steps to Configure:
* Ensure that the Order by Quote Line Group field or a custom grouping field is used to facilitate splitting the Orders based on shipment schedules.
Validation:
* Test the split Order functionality by creating a Quote with a hardware bundle and ensuring that the bundle and components can be split appropriately.

NEW QUESTION # 147

Universal Containers (UC) created a Custom Action called Add Subscriptions and a Search Filter for Products flagged as subscription Products.

How can UC ensure that sales reps are restricted to subscription Products when the reps click on the Custom Action called Add Subscriptions?

- A. Set the Filter Value on the Add Subscriptions Search Filter to Hidden.
- B. Remove the Subscription flag from the Product's Search Results Field Set.
- C. Set the Filter value on the Add Subscriptions Search Filter to True and mark the Hidden checkbox on the subscription Search Filter to True.
- D. Remove the Subscription flag from the Product's Search Filters Field Set.

Answer: A

Explanation:

Requirement Overview:

* Restrict sales reps to only selecting subscription Products when using the Add Subscriptions Custom Action.

Solution Details:

* The Search Filter for the Add Subscriptions action should include only subscription Products.

* Setting the Filter Value to Hidden ensures that only Products matching the filter criteria are displayed.

Steps to Configure:

* Navigate to the Search Filter related to the Add Subscriptions action.

* Set the Filter Value to True.

* Mark the Hidden checkbox to restrict visibility to subscription Products.

Validation:

* Test the Custom Action to confirm that only subscription Products are visible.

NEW QUESTION # 148

Universal Containers (UC) is a reseller of a Product made by another company. UC wants to price the Product based on the Cost that UC pays for it.

How should the admin set the Cost for this Product?

- A. Add the Cost to the Product's Price Book Entry Cost field.