

最優秀的Sales-Admn-202考古題更新和資格考試的領導者和保證通過Sales-Admn-202: Salesforce Certified CPQ Administrator考試



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如果你是一名IT職員，你想升職嗎？你想成為一名專業的IT技術專家嗎？那就趕緊報名參加Salesforce的Sales-Admn-202考試認證吧！你也知道這個認證對你們來說是多麼的重要，不要擔心考不過，不要懷疑自己的能力，只要參加了Salesforce的Sales-Admn-202考試認證。所有的備考問題都來找NewDumps，它是一家專業的IT認證培訓網站，有了它在，你考試難題將不攻而破，NewDumps Salesforce的Sales-Admn-202考試認證培訓資料可以幫助你輕鬆的應對考試，它幫助過的考生數不勝數，保證100%成功，還不趕緊行動，點擊NewDumps，早日實現你的IT夢吧。

Salesforce Sales-Admn-202 考試大綱：

主題	簡介
主題 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.
主題 2	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.
主題 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.

主題 4	• 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.
主題 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.
主題 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.

>> Sales-Admn-202考古題更新 <<

免費下載Sales-Admn-202考古題更新和資格考試與專業人士Sales-Admn-202考試大綱的領導者

Salesforce Sales-Admn-202認證考試是個機會難得的考試，它是一個在IT領域中非常有價值並且有很多IT專業人士參加的考試。通過Salesforce Sales-Admn-202的認證考試可以提高你的IT職業技能。我們的NewDumps可以為你提供關於Salesforce Sales-Admn-202認證考試的訓練題目，NewDumps的專業IT團隊會為你提供最新的培訓工具，幫你提早實現夢想。NewDumps有最好品質最新的Salesforce Sales-Admn-202認證考試相關培訓資料，能幫你順利通過Salesforce Sales-Admn-202認證考試。

最新的 Salesforce Administrator Sales-Admn-202 免費考試真題 (Q59-Q64):

問題 #59

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

- A. Validation
- **B. Alert**
- C. Selection
- D. Filter

答案： B

解題說明：

Requirement:

* Notify users in the Quote Line Editor when approval is required to discourage excessive discounting.

Solution:

* Use a Product Rule with Alert Action to display a notification or message in the Quote Line Editor when a user exceeds predefined discount thresholds.

Why Other Options Are Incorrect:

- * A: Validation Rules prevent actions but do not notify users.
- * B: Filter Rules are used for restricting product selection, not notifications.
- * D: Selection Rules govern product compatibility and are irrelevant here.

Salesforce CPQ Reference:

* Alert actions in Product Rules are outlined in CPQ Product Rule Configuration

問題 #60

Universal Containers Is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, It Is replaced with Premier Pro.

What does the admin need to do to support this business requirement?

- **A. Set the Renewal Product field on the Premier Support Product record to Premier Pro.**
- B. Set the Upgrade Target field on the Premier Support Product record to Premier Pro.
- C. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- D. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.

答案: A

解題說明:

Requirement Overview:

* When renewing Contracts with Premier Support, it must automatically be replaced with Premier Pro.

Solution:

* The Renewal Product field on the Product record allows admins to specify a replacement Product for renewals.

Steps to Configure:

* Navigate to the Premier Support Product record.

* Populate the Renewal Product field with Premier Pro.

* Save and test the renewal process to confirm Premier Pro replaces Premier Support on the Quote.

Validation:

* Ensure all renewal Quotes replace Premier Support with Premier Pro automatically.

問題 #61

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 Flow to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.**
- B. 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.
- 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 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.

答案: A

解題說明:

To set a dynamic default value for a Configuration Attribute when the configuration page loads, automation must populate the associated Product Option field automatically. Option A uses a Flow to update the Product Option field tied to the Configuration Attribute, triggered upon record creation (e.g., when the Quote Line is initiated), ensuring the value is set dynamically at page load. Option B (Price Rule) requires manual user action ("Apply Rules"), which doesn't meet the "moment the page loads" requirement. Option C (Quote formula field) isn't directly supported as a default source for Configuration Attributes without additional customization. Option D (Quote Line field with Price Rule) lacks real-time dynamism and alignment with page load timing. Salesforce CPQ documentation highlights Flows as a robust solution for dynamic defaults.

References: Salesforce CPQ Documentation - "Configuration Attributes" and "Using Flows in CPQ".

問題 #62

Universal Containers sells a monthly subscription service with tiered pricing:

Total Price	
	\$1,000 for the first 100 units
	\$1,000 plus \$9 per unit above 100
	\$4,600 plus \$8 per unit above 500
	\$8,600 plus \$7 per unit above 1,000

Which approach will allow the Quote Line's List Price to reflect these tiers?

- **A. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.**
- B. Set the Product's Pricing Method = Block and Create Block Prices

- C. Set the Product's Pricing Method = List and Create Block Prices.
- D. Create a Discount Schedule with Type = Range and Discount Unit = Price.

答案： A

解題說明：

Scenario:

* A tiered pricing structure requires different amounts to be applied based on the quantity purchased.

Solution:

* Use a Discount Schedule with:

* Type = Slab: Ensures different price amounts are applied for each tier.

* Discount Unit = Amount: Specifies fixed dollar values for each tier.

Why Other Options are Incorrect:

* A, B: Block pricing is unsuitable because the requirement is tier-based, not fixed blocks.

* C: Range type does not handle tiered pricing accurately.

Salesforce CPQ Reference:

* Discount Schedules with Slab type are detailed in CPQ Discounting Guidelines .

問題 #63

In what way does Smart Approvals expedite the approval process?

- A. Quotes within defined thresholds will be automatically approved.
- B. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- C. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- D. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.

答案： D

解題說明：

Smart Approvals Overview:

* Salesforce CPQ's Smart Approvals streamline the approval process by re-evaluating previously approved records to avoid redundant approvals.

Rejected Quotes Resubmission:

* If a quote is rejected, and the user resubmits it without exceeding previously approved values, it bypasses the full approval chain and is sent directly to the person who rejected it.

* This functionality minimizes unnecessary delays and ensures efficient quote handling.

Documentation Alignment:

* Smart Approvals Configuration and behavior as outlined in CPQ guidelines ensure approval efficiency .

問題 #64

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