

Valid Sales-Admn-202 Study Plan & Sales-Admn-202 Accurate Answers



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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.
Topic 2	<ul style="list-style-type: none">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 3	<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.
Topic 4	<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 5	<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 6	<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.
Topic 7	<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.

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Salesforce Certified CPQ Administrator Sample Questions (Q201-Q206):

NEW QUESTION # 201

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

	Product A	Product B
Pricing	Fixed Price	Percent Of Total
Subscription Term	1	1
Percent Of Total Target		Product A
Percent Of Total Base		Net
Percent Of Total (%)	0%	10%
Include In Percent Of Total	TRUE	FALSE
Exclude From Percent Of Total	FALSE	TRUE

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is \$200. The Net Total of Product A is \$2,400.

What is the expected Net Total for Product B?

- A. \$120, 00
- B. \$240, 00
- C. \$480, 00

Answer: B

Explanation:

Subscription Product Configuration:

* Product B uses the Percent of Total pricing model based on Product A's Net Price.

* Product B's Percent of Total Base is set to "Net," and its Percent of Total Target is set to Product A.

* Product B's Percent of Total (%) is configured as 10%.

Calculation:

* Product A Net Total = \$2,400

* Product B Net Total = 10% of Product A Net Total = $2,400 \times 0.1 = 240$.

Salesforce CPQ Reference:

* Percent of Total pricing logic is described under Percent of Total Products .

NEW QUESTION # 202

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Step?
Choose 2 answers

- A. All group members must approve.
- B. Any group member may approve.
- C. Smart Approvals can exclude group members below the approval threshold.
- D. Approval must be obtained from one group member at a time.

Answer: A,B

Explanation:

Approval Scenarios in Advanced Approvals:Salesforce CPQ Advanced Approvals allows flexible approval processes, including the ability to handle group approvals within a single step.

Key Features:

* Any group member may approve: If this option is configured, approval from one group member is sufficient to move the approval step forward.

* All group members must approve: When this option is selected, every group member must approve the request before the step can proceed.

Configuration Steps:

* Navigate to the Approval Rule and ensure that the Approval Chain or Approval Step is configured to support group-based logic.

* Specify the behavior for the group in the Approval Step Settings.

Use Cases:

* Use "Any group member may approve" for time-sensitive scenarios.

* Use "All group members must approve" for critical approvals that require consensus.

NEW QUESTION # 203

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 Totals Field on the Quote Template
- D. The Hide Group Subtotals Field on the Quote Template

Answer: A

Explanation:

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.

NEW QUESTION # 204

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.