Sales-Admn-202 Actual Exam & Sales-Admn-202 Braindumps Downloads

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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 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.
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	• 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	• 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q33-Q38):

NEW QUESTION # 33
Subscription Product A has a Subscription Term of 6, a List Price of $100, and a Ranged Discount Schedule.
A user has added this Product a Quote with a Term of 12.
A u The Ranged Discount Schedule is automatically applying a Discount of 25%.
What is the Regular Pnce m this scenario?

- A. Regular Price of $200
- B. Regular Pnce of $150
- C. Regular Price of $100
- D. Regular Price of $75

Answer: D

Explanation:
Subscription Term and List Price:
* Subscription Product A has a Subscription Term of 6 months with a List Price of $100.
* When added to a Quote with a Term of 12 months, the List Price is prorated to account for the longer term.
Proration and Ranged Discount Schedule:
* A Ranged Discount Schedule applies discounts based on quantity, volume, or term thresholds.
* For the 12-month term, the price is prorated to $200 (2 times the List Price for 6 months).
* The Discount Schedule applies a 25% discount to the prorated price, reducing it to $150.
Regular Price Calculation:
* The Regular Price reflects the discounted value after applying the Discount Schedule:
Regular Price=200×(1#0.25)=150×0.5=75$\text{Regular Price} = 200 \times (1 - 0.25) = 150 \times 0.5$
$= 75$Regular Price=200×(1#0.25)=150×0.5=75.
Key Salesforce CPQ Reference Points:
* Ranged Discount Schedules modify the List Price based on configured thresholds .
* Subscription Pricing Logic ensures correct proration for products with terms different from the Quote Term .

NEW QUESTION # 34
Sales reps at Universal Containers need to know which Quote Lines are Product Options for other Quote Lines within the Quote Line Editor.
Which setting can the admin toggle to organize Quote Lines in the Line Editor based on the Quote Line's position within the bundle?

- A. Preserve Bundle Structure
- B. Enable Product Option Drawer
- C. Visualize Product Hierarchy
- D. Keep Bundle Together

Answer: C

Explanation:
Requirement:
* Sales reps need to identify Product Options linked to Quote Lines in the Quote Line Editor.
Solution:
* Enabling Visualize Product Hierarchy organizes Quote Lines based on their position within the bundle, displaying the parent-child relationship.

Why Other Options Are Incorrect:
* A: The Product Option Drawer enables detail viewing but does not organize Quote Lines.
* B: Preserve Bundle Structure applies to output documents, not the Line Editor.
* D: Keep Bundle Together affects grouping but not hierarchy visualization.
Salesforce CPQ Reference:
* Hierarchy settings are covered in the Quote Line Editor Configuration documentation .

NEW QUESTION # 35

The admin wants to ensure that within one bundle, either Product A or Product B can be added to the Quote.
During configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the Quote rather than Product B.
Which setup should the admin use to meet these requirements?

- A. A Product Selection Rule with a higher Evaluation Order where the Product Action removes Product A when Product B is chosen, and a second Product Selection Rule with a lower Evaluation Order which removes Product B when Product A is chosen.
- B. A Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.
- C. A Product Alert Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.
- D. A Product Selection Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a Product Action will remove Product B. Most Voted

Answer: D

Explanation:
* Understanding the Requirement:
* Within a bundle, Products A and B must be mutually exclusive, allowing the user to select either but not both.
* If both products are selected, the system should automatically remove Product B and retain Product A.
* Optimal Salesforce CPQ Solution:
* Product Selection Rule:
* This rule dynamically evaluates conditions and executes actions, such as adding or removing products.
* It is suitable for automating the removal of conflicting products based on user selections.
* Summary Variables:
* Used to check if both products are selected during configuration.
* Implementation Steps:
* Step 1: Create a Product Rule:
* Navigate to Product Rules in Salesforce CPQ.
* Create a new rule with the following settings:
* Type: Selection
* Evaluation Event: Always
* Scope: Product
* Step 2: Define Error Conditions:
* Add two Error Conditions to evaluate if both Product A and Product B are selected:
* Error Condition 1: Check if Product A is selected using a Summary Variable.
* Error Condition 2: Check if Product B is selected using a Summary Variable.
* Step 3: Configure Product Action:
* Add a Product Action to Remove Product B if both Error Conditions are true.
* Ensure the rule prioritizes retaining Product A over Product B.
* Rationale for Option A:
* Option A is the most direct and efficient approach, leveraging Product Selection Rules to automatically enforce the requirement.
* Options C and D use alert or validation rules, which display messages and rely on user intervention, failing the requirement of automatic resolution.
* Option B introduces conflicting rules with differing evaluation orders, which can lead to complex and unpredictable behavior.
* Validation and Testing:
* Add the bundle to a Quote and configure it to select both Product A and Product B.
* Verify that Product B is automatically removed, and Product A is retained.
References:
Salesforce CPQ documentation highlights the effectiveness of Product Selection Rules for handling dynamic product configurations and resolving conflicts.

NEW QUESTION # 36

In what way does Smart Approvals expedite the approval process?

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

Answer: B

Explanation:
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 .

NEW QUESTION # 37

Product A has the 'One per Unit" option selected within the Asset Conversion pteklist. Users era reporting that when they modify the quantity for Product A on on amendment Quote, the following error displays:
"Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update." What should the CPQ specialist do to ensure sales raps can edit the quantity of asset-based products within an amendment Quote?

- A. Set the Asset Conversion field value to "One per Quote".
- B. Conversion field value to "None".
- C. Set the Asset Amendment Behavior field value to "Default
- D. Set the Asset Amendment Behavior field value to "Allow Refund".

Answer: D

Explanation:
Comprehensive Detailed Step-by-Step Explanation with all Salesforce CPQ References
* Understanding the Issue:
* The error message, "Product cannot be refunded. The quantity of Line # cannot decrease without a corresponding update," occurs because the default behavior prevents a decrease in asset quantities unless explicitly allowed.
* Asset Conversion for Product A is set to "One per Unit," requiring each unit to be treated as a separate asset.
* Key Salesforce CPQ Setting:
* Asset Amendment Behavior:
* This field on the Product determines how CPQ handles amendments for asset-based products.
* Setting it to "Allow Refund" enables sales reps to reduce the quantity of assets during amendment quotes without generating errors.
* Configuration Steps:
* Navigate to the Product Record for Product A in Salesforce CPQ.
* Locate the Asset Amendment Behavior field.
* Change its value to Allow Refund.
* Save the changes.
* Impact of the Change:
* Sales reps can now amend the quantity of Product A on amendment quotes.
* The system will process the reduction in quantity without triggering an error, as the refund behavior is explicitly enabled.
* Verification:
* Create an amendment quote for a contract involving Product A.
* Adjust the quantity of Product A and confirm that the amendment processes successfully without errors.
References:
This approach is in line with Salesforce CPQ guidelines on managing amendments for asset-based products.

NEW QUESTION # 38

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