Sales-Admn-202 Online Tests - Sales-Admn-202 Exam Fragen

Möchten Sie wissen , woher unsere Konfidenz für Salesforce Sales-Admn-202 kommt? Lassen Sie mich erzählen. Zuerst, ITZert besitzt eine sehr erfahrene Gruppe, die Prüfungssoftware entwickelt. Zweitens, zahlose Kunden haben nach dem Benutzen unserer Produkte die Salesforce Sales-Admn-202 Prüfung bestanden. Die Zertifizierung der Salesforce Sales-Admn-202 wird weltweit anerkennt. Möchten Sie diese Zertifizierung besitzen? Mit Hilfe unserer Salesforce Sales-Admn-202 Prüfungssoftware können Sie auch unbelastet erwerben!

Salesforce Sales-Admn-202 Prüfungsplan:

Thema	Einzelheiten
Thema 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.
Thema 2	• 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.
Thema 3	• 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.
Thema 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.

Thema 5	• 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 Online Tests <<

Sales-Admn-202 Exam Fragen, Sales-Admn-202 Prüfungsinformationen

Die Salesforce Sales-Admn-202 Zertifizierungsprüfung sind jedem IT-Fachmann sehr wichtig. Solange Sie das Sales-Admn-202 Zertifikat bekommen, werden Sie im Beruf sicher nicht aussondert. Sie werden befördert und ein höheres Gehalt beziehen. Mit diesem Zertifikat können Sie alle bekommen, was Sie wünschen. Die Fragenpool zur Salesforce Sales-Admn-202Zertifizierungsprüfung von ITZert sind die Ressourcen zum Erfolg. Mit diesen Schulungsmaterialien werden Sie den Schritt zum Erfolg beschleunigen. Sie werden sicher mehr selbstbewusster.

Salesforce Certified CPQ Administrator Sales-Admn-202 Prüfungsfragen mit Lösungen (Q162-Q167):

162. Frage
Universal Containers (UC) defines a Warranty Period in a field on
its Products and wants to ensure that this Warranty Period is
correctly stored on the Asset record. A twin field has been
created on the Asset record. UC contracts from the Order.
When leveraging the twin field functionality to pass this
Informaticn to the Asset record, on which object should the admin create a twin field?

- A. Quote Line
- B. Opportunity Product
- C. Order Product
- D. Product Option

Antwort: A

Begründung:
Requirement:
* Ensure the Warranty Period from the Product is correctly transferred to the Asset record.
Solution:
* Create a twin field on the Quote Line because:
* The Quote Line stores product-specific information during quoting.
* When the Quote is contracted, the twin field ensures the value is passed to the Order Product and then to the Asset record.
Why Other Options Are Incorrect:
* A: The Product Option is used within bundles and does not directly transfer to the Asset.
* B: The Order Product receives data from the Quote Line, so the twin field must originate there.
* C: The Opportunity Product is not involved in the CPQ twin field data flow.
Salesforce CPQ Reference:
* Twin fields and their data flow from Quote Line to Asset are detailed in CPQ Field Mapping Documentation .

163. Frage
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. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.
- D. Quotes with multiple steps in the approval chain go directly to the highest approver required.

Antwort: B

Begründung:
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 .

164. Frage
Universal Containers (UC) uses the Advanced Approvals package for its Approvals process on Quotes. UC's business model requires that Approval requests are assigned to the user's direct manager.
How can the admin ensure that these Approval Rules assign generated Approvals to the user's manager?

- A. Define the Approver Field on the Approval Rule as a custom Quote field which contains the user's manager's User ID.
- B. Populate the Approver lookup on the Approval Rule with the Approver corresponding to the user's manager.
- C. Let the user choose the Approver manually and create a Validation Rule to prevent the user from choosing a different Approver than the manager.
- D. Set Next Automated Approver Determined By to Manager on the Approval Process.

Antwort: D

Begründung:
Requirement Overview:
* Assign generated Approval requests to the user's direct manager.
Solution:
* Salesforce CPQ's Advanced Approvals package includes the setting Next Automated Approver Determined By, which allows Approvals to be routed automatically to the user's manager.
Steps to Configure:
* Navigate to the Approval Process.
* Set Next Automated Approver Determined By to Manager.
* Save and test the Approval process to ensure it correctly assigns to the manager.

165. Frage
A renewal quote has been generated through automation 45 days before the contract ends on December 31.
The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.
How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- B. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.
- C. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- D. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.

Antwort: D

Begründung:
Scenario:
* The customer wants to increase the subscription quantity for the last month of the contract. The renewal Opportunity must reflect this change.
Solution:
* Generate an Order from the amendment Opportunity to capture the changes.
* Contract the amendment Order to update the Contract.

* Refresh the renewal Quote to synchronize the increased quantity.
Why Other Options Are Incorrect:
* B: Terminating the contract with a specific end date is unnecessary for this scenario.
* C & D: Deleting Renewal Opportunities or Quotes adds unnecessary manual steps and risks data integrity.
Salesforce CPQ Reference:
* The process for handling amendments and renewals is detailed in Amendments and Renewal Configuration Guidelines .

166. Frage
Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products.
However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.
Which strategy should UC apply?

- A. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- B. Set the Default field on the Add Products Custom Action to TRUE.
- C. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.
- D. Create a Filter Product Rule and Product Action with Type set to Optional Filter.

Antwort: D

Begründung:
To manage a subset of eco-friendly products for opportunities flagged as eco-friendly while allowing flexibility to include all bundles, follow these steps:
Step 1: Create a Filter Product Rule
Filter Product Rules help define dynamic filtering of products displayed during the quoting process.
* Navigate to Product Rules
* Go to Salesforce Setup # Product Rules and click New.
* Set the Type to Filter and define a clear Name such as "Eco-Friendly Product Filter."
* Configure the Filter Logic
* Define the conditions to identify eco-friendly and bundle products.
* Use the Conditions related list to target the relevant product fields (e.g., a custom checkbox for eco-friendly products and a type field for bundles).
* Example condition:
* Field = Eco-Friendly Checkbox
* Operator = Equals
* Value = True
Step 2: Set up the Product Action
Product Actions define what the rule does when triggered.
* Add a Product Action
* In the Product Rule, go to the Product Actions related list and click New.
* Set the Type to Optional Filter. This allows the system to apply the filter by default but enables users to remove the filter and see all bundles.
* Link to Add Products Button
* Make sure this action links to the Add Products custom action.
Step 3: Ensure Opportunity Integration
The Opportunity flagged as eco-friendly must drive this behavior.
* Custom Field Dependency
* Ensure the Opportunity has a field (e.g., Eco-Friendly Checkbox) that can be referenced in the Filter Product Rule or through a related custom formula on the Quote.
* Dynamic Behavior
* When the Opportunity is flagged, the filter is applied dynamically, displaying only eco-friendly and bundle products in the Add Products dialog.
Step 4: Test and Validate
* Test the behavior by flagging different Opportunities as eco-friendly and verifying the Add Products functionality:
* Eco-Friendly flag # Default to eco-friendly products and bundles.
* No flag # All products, including non-eco-friendly bundles, are shown.
Additional Considerations:
* Search Filter IntegrationThe Search Filter can complement this approach by providing additional options for users to refine their

selections further.
* User TrainingTrain sales reps on how to toggle the filter manually if needed.
This setup allows Universal Containers to meet its business objectives while maintaining flexibility for its sales team.

167. Frage
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Wenn wir am Anfang die Fragenkataloge zur Salesforce Sales-Admn-202 Zertifizierungsprüfung bieteten, haben wir niemals geträumt, dass wir so einen guten Ruf bekommen können. Wir geben Ihnen die unglaubliche Garantie. Wenn Sie die Produkte von ITZert für Ihre Salesforce Sales-Admn-202 Zertifizierungsprüfung benutzen, versprechen wir Ihnen, die Prüfung 100% zu bestehen.