

Sales-Admn-202 Valid Exam Objectives - Sales-Admn-202 Certification



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HOT Sales-Admn-202 Valid Exam Objectives - The Best Salesforce Salesforce Certified CPQ Administrator - Sales-Admn-202 Certification

As you all know that practicing with the wrong preparation material will waste your valuable money and many precious study hours. So you need to choose the most proper and verified preparation material with caution. Preparation material for the Salesforce Certified CPQ Administrator (Sales-Admn-202) exam questions from DumpExam helps to break down the most difficult concepts into easy-to-understand examples. Also, you will find that all the included questions are based on the last and updated Sales-Admn-202 exam dumps version.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details

Topic 1	<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 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"> • 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 4	<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 5	<ul style="list-style-type: none"> • 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 (Q104-Q109):

NEW QUESTION # 104

An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- **A. Set the Product field Asset Conversion picklist to One per Unit.**
- B. Set the Product field Asset Amendment Behavior picklist to Allow Refund.
- C. Set the Account field Renewal Model to Asset Based.
- D. Set the CPQ Package setting Renewal Model to Asset Based.

Answer: A

Explanation:

Requirement Overview:

* Admin needs to generate one Asset record for each unit of the Product upon contracting.

Solution Details:

* The Asset Conversion field determines how Salesforce CPQ creates Asset records from Quote Lines.

* Setting Asset Conversion to One per Unit ensures that for each quantity of the Product, a corresponding Asset is created.

Steps to Configure:

* Navigate to the Product record.

* Locate the Asset Conversion picklist and select One per Unit.

* Save and test the configuration by creating a Quote, contracting it, and verifying the Asset creation.

NEW QUESTION # 105

A customer is implementing CPQ to support two languages.

Which two portions of text can be translated using the Salesforce CPQ localization object? Choose 2 answers

- A. Picklist values in the Product Family field on the Product object
- **B. The Feature Name field on the Configure Products page**
- **C. HTML Template Content in the Quote document**
- D. Configuration Attribute picklist values

Answer: B,C

Explanation:

Issue:

* Quote Lines on Quote A are grouped incorrectly in the output document.

Possible Causes:

* C: Quote Line Groups: Existing Quote Line Groups on the Quote override the Group Field setting in the template.

* D: Group Field in Template Section: The Group Field value in the Line Items template section may cause unexpected grouping.

Why Other Options Are Incorrect:

* A: The Modified By field has no impact on template grouping.

* B: Configuration Attributes like location affect product selection, not grouping in Quote templates.

Salesforce CPQ Reference:

* Grouping behavior is explained in the Quote Templates and Line Item Configuration documentation .

NEW QUESTION # 106

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- **A. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.**
- B. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- C. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- D. Set the Product Family picklist on the Standard Warranty product's Product record to Services.

Answer: A

Explanation:

Requirement Overview:

* Ensure the Standard Warranty (a Percent of Total product) generates an Order Product when a partial Order is created.

Solution:

* When generating a partial Order, selecting a Shipping Container product triggers the automatic creation of a Standard Warranty Order Product, as the warranty is based on the container's Net Price.

Steps to Test:

* Add a Shipping Container Quote Line and the Standard Warranty Quote Line to a Quote.

* Create a partial Order, selecting the Shipping Container.

* Verify that the Standard Warranty Order Product is generated.

NEW QUESTION # 107

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- **A. A second Order is generated with the remaining Quote Lines.**
- B. The existing Order is updated with the remaining Quote Lines.
- C. An Order without Order Products is created.
- D. An error is thrown informing the user an order already exists.

Answer: A

Explanation:

Scenario:

* The Create Order button generates an Order with half the Quote Lines, and the Ordered checkbox is selected.

Outcome:

* When the Ordered checkbox is checked, remaining Quote Lines are eligible for a new Order. A second Order will be generated for the remaining lines.

Why Other Options Are Incorrect:

* A: An Order without Order Products is invalid in this scenario.

* C: No error is thrown because multiple Orders are allowed from the Quote.

* D: Existing Orders are not updated with new Quote Lines.

Salesforce CPQ Reference:

* The behavior of the Create Order button is detailed in CPQ Order Management documentation .

NEW QUESTION # 108

Universal Containers has Products that should only be selected as part of a bundle How should the admin configure CPQ so users are unable to add this Product outside of a bundle?

- A. Remove the Product's Price Book Entry, then set Unit Price on the Product Option record.
- **B. Ensure that the Component checkbox on the Product is set to TRUE.**
- C. Create a Product Rule with a Remove action when the Product is sold a la carte.
- D. Ensure that the Configuration Event field on the Product is set to Always.

Answer: B

Explanation:

Requirement:

* Certain products should only be available as part of a bundle, not sold separately.

Solution:

* Setting the Component checkbox to TRUE on the Product ensures it is only available as a component within a bundle.

Why Other Options are Incorrect:

* A: Removing Price Book Entries restricts pricing but does not limit availability.

* B: Configuration Event field is unrelated to this functionality.

* D: Product Rules are not required for this basic configuration.

Salesforce CPQ Reference:

* The Component checkbox functionality is documented under Product Configuration in CPQ .

NEW QUESTION # 109

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