Sales-Admn-202 Valid Exam Simulator - Sales-Admn-202 Exam Questions

According to different kinds of questionnaires based on study condition among different age groups, we have drawn a conclusion that the majority learners have the same problems to a large extend, that is low-efficiency, low-productivity, and lack of plan and periodicity. As a consequence of these problem, our Sales-Admn-202 test prep is totally designed for these study groups to improve their capability and efficiency when preparing for Sales-Admn-202 Exams, thus inspiring them obtain the targeted Sales-Admn-202 certificate successfully. There are many advantages of our Sales-Admn-202 question torrent that we are happy to introduce you and you can pass the exam for sure.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 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.
Topic 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.
Topic 4	• 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q99-Q104):

NEW QUESTION # 99
Universal Containers would like to display the sum of one of their custom fields within the standard table of the Line Editor. They do not want to replace the subtotal or total fields. Where should the Admin place the custom field to display this total?

- A. The Segmented Summary Fields field set
- B. The Summary Fields field set
- C. The Totals Field package setting
- D. The Line Subtotals Total field package setting

Answer: B

Explanation:
Requirement Overview:
* Display the sum of a custom field in the standard Line Editor table without replacing the subtotal or total fields.
Solution Details:
* The Summary Fields field set on the Quote Line object controls which fields appear as totals in the Line Editor.
Steps to Configure:
* Navigate to Setup > Object Manager > Quote Line.
* Locate the Summary Fields Field Set.
* Add the custom field to the field set.
Validation:
* Open the Quote Line Editor and confirm that the sum of the custom field appears in the standard table, alongside other totals.

NEW QUESTION # 100
Universal Containers (UC) uploads aX product photos to an external content management system (CMS). The MP of sates wants sales reps to leverage these images when configuring Quotes, Product searches, and Quote documents.
What is the most efficient method for the GPQ speciafat to meet the business requirement?

- A. Create a Rich-Text Area field and store the image value.
- B. Create an integration between the CMS and Salesforce.
- C. Create a formula field that leverages the IMAGE function.
- D. Create a Hyperlink field that storms the URL of the image.

Answer: A

Explanation:
Issue Context:
* Users encounter a warning when searching Campaign records in the Quote Line Editor.
Root Cause:
* For Lookup fields to work correctly in Salesforce CPQ's Quote Line Editor, a Twin Field must exist on the target object (Campaign) with the same API name as the Quote Line lookup field.
Solution Steps:
* Create a custom field on the Campaign Object with the same API name as the lookup field on the Quote Line Object.
* Ensure the field types match (e.g., both are Lookup fields or Text fields).
Validation:
* Test the functionality by searching for Campaign records in the Quote Line Editor. The warning message should no longer appear.
Salesforce CPQ Documentation Reference:
* This is a common configuration for CPQ Lookup fields in the Quote Line Editor.

NEW QUESTION # 101

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- A. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- B. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- C. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.
- D. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

Answer: C

Explanation:
Dynamic Features:
* A Dynamic Feature allows administrators to automatically update or populate Product Options for a bundle based on defined rules and conditions.
Filter Product Rules:
* Applying a Filter Product Rule ensures that only relevant or newly available products appear as options for the bundle. This reduces manual maintenance while keeping the bundle dynamic.
Salesforce CPQ Reference:
* Dynamic Features and Filter Product Rules are part of advanced bundling techniques documented under Product Configuration .

NEW QUESTION # 102

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.
- B. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- D. Create a Twin Field of the Square Footage field on the Quote Line object.

Answer: A

Explanation:
Requirement Overview:
* Sales reps want the Square Footage value on a Configuration Attribute to persist when renewing a Quote.
Twin Field Mechanism:
* Twin Fields ensure that data is retained and mapped between related objects.
* Creating Twin Fields on the Asset and Subscription objects allows the Square Footage value to be carried forward during renewals.
Steps to Configure:
* Create a custom field for Square Footage on the Asset and Subscription objects.
* Ensure the API names of these fields match the Configuration Attribute API name.
* Test the renewal process to confirm the value persists.
Validation:
* The Square Footage value should automatically populate in the renewal Quote without manual entry by the sales rep.

NEW QUESTION # 103

Universal Containers (UC) sells Product A for a List Unit Price of S150. One of UCs customers, Cloud Kicks (CK), has negotiated a Contracted Price of S100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what Is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. * List Unit Price: S1S0* Regular Unit Price: $150* Customer Unit Price: $100* Net Unit Price: $90
- B. * List Unit Price: $150* Regular Unit Price: $100* Customer Unit Price: $90* Net Unit Price: $90
- C. * List Unit Price: $150* Regular Unit Price: $150* Customer Unit Price: $140* Net Unit Price: $140
- D. * List Unit Price: $100* Regular Unit Price: $100* Customer Unit Price: S90* Net Unit Price: $90

Answer: B

Explanation:
Scenario Overview:
* List Unit Price: Product A's standard price is $150.
* Contracted Price: CK has a contracted price of $100 for Product A.
* Discretionary Discount: CK negotiated a 10% discretionary discount for this deal.
Price Calculation:
* List Unit Price remains the standard price of $150.
* Regular Unit Price applies the contracted price of $100.
* Customer Unit Price: After applying the 10% discretionary discount on the contracted price, Customer Unit Price=100#
(100×0.1)=90\text{Customer Unit Price} = 100 - (100 \times 0.1) =
90Customer Unit Price=100#(100×0.1)=90.
* Net Unit Price matches the Customer Unit Price for the 10 units being purchased, which is $90.
Salesforce CPQ Reference:
* Salesforce CPQ Contracted Price logic ensures negotiated prices override the List Price, and additional discretionary discounts apply as expected .

NEW QUESTION # 104

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