

Salesforce Sales-Admn-202 Exam Overview - New Sales-Admn-202 Dumps



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	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 2	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.
Topic 3	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 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.
Topic 5	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 6	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 7	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.

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Salesforce Certified CPQ Administrator Sample Questions (Q149-Q154):

NEW QUESTION # 149

Universal containers has a fixed bundle with selected Product Options, After selecting the bundle, the user should bypass the configuration process.

How should the Admin set up the bundle to meet this requirement?

- A. Set the bundle product record fields Configuration Type to Allowed and Configuration Event to Add
- B. Set the bundle product record filed Configuration Type to Required and Configuration Event to Always.
- C. Set the bundle product record fields Configuration Type to Disabled and Configuration Event to Always.
- **D. Set the bundle product record filed Configuration type to Allowed and Configuration Event to Always.**

Answer: D

Explanation:

Requirement:

* When a fixed bundle is selected, users should bypass the configuration process entirely.

Solution:

* Setting the Configuration Type to Allowed ensures users can configure the bundle if necessary.

* Setting the Configuration Event to Always skips the configuration process automatically for preconfigured bundles.

Why Other Options Are Incorrect:

* A: Setting Configuration Type to Disabled prevents any configuration, which may not align with future flexibility requirements.

* B: Required forces configuration instead of skipping it.

* D: Configuration Event = Add requires the user to manually trigger the process during addition.

Salesforce CPQ Reference:

* Bundle Configuration Settings and their implications are detailed in CPQ Configuration Guidelines .

NEW QUESTION # 150

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A.

Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = CalculatorCalculator Evaluation Event = Save
- B. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Edit
- **C. Evaluation Scope = CalculatorCalculator Evaluation Event = Edit**
- D. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Save

Answer: C

NEW QUESTION # 151

Universal containers wants to give a 25% discount on a specific product option purchased in the Big Box bundle.

In which two ways could the admin configure CPQ to automatically apply this discount?

Choose 2 answers

- **A. Create a price Rule that applies the 25% discount when the product is added as part of the bundle.**

- B. Set Discount by package to TRUE on the Product Option for the bundle.
- C. Set the option discount ((%field on the product feature for the bundle.
- D. Set the option Discount (%) field on the product option for the bundle.

Answer: A,B

NEW QUESTION # 152

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

Answer: A,B

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 # 153

Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product Family Y by 10% upon renewal.

Which two action should the admin take to ensure CPQ applies the correct price uplift?

Choose 2 answers

- A. Fill in the appropriate Renewal Uplift Rate on each Quote Line record
- B. Set the Renewal Pricing method on the Contract to Uplift
- C. Set the Renewal Pricing Method on the Account to Uplift.
- D. Fill in the appropriate Renewal Uplift Rate on each Subscription record.

Answer: C,D

Explanation:

Requirement:

* Apply different uplift rates to Product Families X and Y upon renewal.

Solution Steps:

* Option A: Set the Renewal Uplift Rate on each Subscription record for Product Families X and Y.

* Option C: Configure the Account's Renewal Pricing Method as "Uplift" to enable uplift calculations during renewal.

Why Other Options Are Incorrect:

* B and D: These options fail to apply the correct rates at the Subscription or Product Family level.

Salesforce CPQ Reference:

* Uplift rates and Renewal Pricing methods are outlined in CPQ Renewal Configuration Guidelines .

NEW QUESTION # 154

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