

# Valid Sales-Admn-202 Test Book, Latest Sales-Admn-202 Test Simulator



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## Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 4	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 6	<ul style="list-style-type: none"><li>• 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.</li></ul>

## Latest Sales-Admn-202 Test Simulator & Knowledge Sales-Admn-202 Points

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### Salesforce Certified CPQ Administrator Sample Questions (Q186-Q191):

#### NEW QUESTION # 186

Universal Containers has set up an Account lookup field, Distributor\_\_c, on the Quote to identify different distributors per group. Distributor accounts have a Discount\_Level\_\_c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- A.
  - Create a Calculator Scoped Price Rule that has a Price Condition where
    - Object with value Quote Line
    - Tested Formula field with value SBQQ\_\_Quote\_\_r.Distributor\_\_c
    - Operator field with value Not Equals
    - Filter Type field with Value selected
    - Filter Value field with blank value
  - Add a Price Action to the Price Rule where
    - Target Object with value Quote Line
    - Target Field with value SalesforceDistributorDiscount\_\_c
    - Formula Field with value SBQQ\_\_Group\_\_r.Distributor\_\_r.Discount\_Level\_\_c
- B.
  - Create a Configurator Scoped Price Rule that has a Price Condition where
    - Object with value Quote Line
    - Tested Formula field with value SBQQ\_\_Quote\_\_r.Distributor\_\_c
    - Operator field with value Not Equals
    - Filter Type field with Value selected
    - Filter Value field with blank value
  - Add a Price Action to the Price Rule where
    - Target Object with value Quote Line
    - Target Field with value SBQQ\_\_DistributorDiscount\_\_c
    - Formula Field with value SBQQ\_\_Group\_\_r.Distributor\_\_r.Discount\_Level\_\_c

**Answer: B**

Explanation:

Requirement:

\* Ensure the correct Distributor Discount is applied to Quote Lines based on the distributor's Discount\_Level\_\_c field value.

Solution:

\* Configurator Scoped Price Rule:

\* A Price Condition checks whether the SBQQ\_\_Quote\_\_r.Distributor\_\_c field is populated.

\* If the field is blank, the rule does not execute.

\* Price Action:

\* Injects the value of the Discount\_Level\_\_c field from the Distributor account into the Quote Line's SBQQ\_\_DistributorDiscount\_\_c field.

Why Option A is Correct:

\* Configurator Scope ensures the rule is evaluated during configuration, applying discounts dynamically as the Quote is edited.

Why Option B is Incorrect:

\* Calculator Scoped Price Rules execute during calculations (not configuration), which may result in delayed discount updates.

Salesforce CPQ Reference:

\* Price Rules and their scopes are documented in the CPQ Pricing Logic Configuration .

#### NEW QUESTION # 187

An admin has implemented a new CPQ business requirement In a sandbox. They have created new products and used them to construct a bundle. The admin has also created a Product Rule that automatically selects Product Options when the user selects a specific Configuration Attribute.

In which sequence should the admin migrate the records related to the new CPQ functionality In order to maintain record relationships?

- A. Products, attributes, options, rules
- B. Products, attributes, rules, options
- C. Attributes, products, options, rules
- **D. Products, options, attributes, rules**

**Answer: D**

Explanation:

Requirement Overview:

\* Migrate new CPQ functionality from a sandbox, ensuring that record relationships are preserved.

Migration Sequence:

\* Products: Base level of the bundle.

\* Options: Product Options depend on the Product.

\* Attributes: Attributes are referenced by Product Options.

\* Rules: Product Rules depend on Products, Options, and Attributes.

Steps to Migrate:

\* Export and import Products first.

\* Migrate Options, followed by Attributes, and finally Rules.

Validation:

\* Test the migrated functionality to ensure all dependencies and relationships are intact.

#### NEW QUESTION # 188

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.

At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. The Opportunity status has changed to Proposal/price Quote.
- **B. The Save or Quick Save buttons are clicked.**
- C. Override values are subject to Discount Schedule updates made by the Admin.
- D. The Quote status has changed to Approved.

**Answer: B**

Explanation:

Requirement Overview:

\* Sales reps need to know when manual overrides on a Discount Schedule will remain unaffected by Admin updates.

Key Behavior:

\* When the Save or Quick Save button is clicked, the manual override is committed, and the Discount Schedule changes made by the Admin will not affect it.

Validation:

\* Test the behavior by manually overriding a discount, saving the Quote, and confirming that Admin updates to the Discount Schedule do not impact the saved Quote.

#### NEW QUESTION # 189

Universal Containers wants to quote a product that will persist until the customer cancels the subscription.

How should the admin set up this product so all downstream processes create perpetual subscriptions?

- A. The value Evergreen should be put into the Subscription Type field on the Product.
- **B. Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.**
- C. The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.
- D. The sales rep should create a Quote without an end date or a subscription term associated with it.

**Answer: B**

Explanation:

Requirement Overview:

\* Universal Containers wants to create a subscription product that will persist indefinitely unless canceled by the customer.

Key Configuration:

\* The Evergreen value in the Subscription Type field defines a perpetual subscription in Salesforce CPQ.

\* Using a Price Rule ensures this field is dynamically set on each Quote Line for the product, automating downstream processes such as contract generation and order management.

Steps to Implement:

\* Create a Price Rule targeting the Quote Line object.

\* Set the Subscription Type field to Evergreen for the relevant Quote Lines.

\* Activate and test the Price Rule to confirm the behavior.

### NEW QUESTION # 190

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

- **A. Set the Product's Default Pricing Table to Standard.**
- B. Create a Quote formula field named StartSegment\_c that returns 0.
- C. Set the Display Order of the Desegment Line action to 1.
- D. Set the Price Dimension's Type to One-Time.

**Answer: A**

Explanation:

Unsegmented Product Setup:

\* By setting the Default Pricing Table to Standard, the product appears unsegmented when first added to a quote.

\* This allows users to manually segment the product later if necessary.

Default Pricing Table Configuration:

\* The Standard table ensures that pricing is applied uniformly across the quote without segmentation.

Salesforce CPQ Reference:

\* This behavior is defined in the Price Dimension Configuration Guidelines in CPQ documentation .

### NEW QUESTION # 191

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