

Quiz 2026 Professional Salesforce Sales-Admn-202: Valid Salesforce Certified CPQ Administrator Test Book



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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	<ul style="list-style-type: none">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 3	<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.
Topic 4	<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 5	<ul style="list-style-type: none">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 6	<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 7	<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.
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Salesforce Certified CPQ Administrator Sample Questions (Q206-Q211):

NEW QUESTION # 206

In what way does Smart Approvals expedite the approval process?

- A. Quotes within defined thresholds will be automatically approved.
- B. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- C. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.
- D. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.

Answer: C

Explanation:

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 .

NEW QUESTION # 207

What is the correct order of data import to load Products and Product bundles in CPQ?

- A. Product Features, Product, Product Options, Configuration Attributes, Option Constraints
- B. Product, Product Features, Product Options, Option Constraints, Configuration Attributes
- C. Product Option, Product Feature, Product, Option Constraints, Configuration Attributes
- D. Product, Product Action, Product Rules, Error Conditions, Configuration Rules

Answer: B

Explanation:

In Salesforce CPQ, importing data for products and bundles requires a specific order to ensure referential integrity, as certain objects depend on others being present. The correct sequence starts with the Product (the parent record), followed by Product Features (defining sections or categories within the bundle), Product Options (specific selectable items under features), Option Constraints (rules governing option selections), and finally Configuration Attributes (additional settings for dynamic configuration). Option A reflects this hierarchical dependency accurately. Option B includes unrelated objects like Product Action and Error Conditions, which pertain to rules rather than bundle structure. Option C starts with Product Option before Product, which violates dependency rules since options require a parent product. Option D begins with Product Features before Product, which is incorrect as features need a product to associate with. Salesforce CPQ documentation emphasizes this order for successful data imports. References: Salesforce CPQ Documentation - "Importing Product Data" and "Bundle Configuration Setup".

NEW QUESTION # 208

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent Total option's calculation should be based on other options in the same level.

How should the admin set this up?

- A. Set the percent of Total Scope field on the product Option record to a value of package.
- B. Set the Percent of Total Scope field on the Product Option record to a value of Group.
- **C. Set the percent of Total Scope field on the Product Option record to a value of Components.**
- D. Set the percent of Total Category field on each Product in the bundle to the same value.

Answer: C

Explanation:

Requirement Overview:

* A Percent of Total option in a multi-level bundle must calculate its value based on other options in the same level.

Key Configuration:

* The Percent of Total Scope field determines the scope of the calculation.

* Setting it to Components limits the calculation to options within the same bundle level.

Steps to Configure:

* Navigate to the Product Option record for the Percent of Total option.

* Set Percent of Total Scope to Components.

Validation:

* Add the bundle to a Quote and verify that the Percent of Total calculation includes only the options at the same level.

NEW QUESTION # 209

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products:

Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.

Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create an HTML Template Content record with three tables to represent each Product Family.
- B. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- C. Create a Line Items section and set SBQQ__ProductFamily__c as the Roll-Up field.
- **D. Create a Line Items section and set SBQQ__ProductFamily__c as the Group field.**

Answer: D

Explanation:

Requirement Overview:

* Universal Containers wants to show Quote Line items grouped by Product Family with subtotals for each family in Quote Documents.

Solution Details:

* Salesforce CPQ allows grouping of Line Items in Quote Templates.

* Setting SBQQ__ProductFamily__c as the Group field organizes the Quote Lines into separate sections for each Product Family.

Configuration Steps:

* Navigate to the Quote Template.

* Create a new Line Items Section.

* In the Grouping field, set SBQQ__ProductFamily__c.

* Save and test the template by generating a Quote Document.

Validation:

* Confirm that the generated document displays separate tables for Hardware, Software, and Professional Services, with subtotals for each group.

NEW QUESTION # 210

Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually?

Choose 2 answers

- A. Set the product up to use the Renewable value in the Subscription Type field.
- **B. Set the product up to use the Renewable/Evergreen value in the Subscription Type field.**
- **C. Expose the Default Subscription Term field in the Quote Line Editor, allowing the sales reps to choose between selling monthly or annually.**
- D. Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.

Answer: B,C

Explanation:

Requirement Overview:

* A product needs to support both renewable subscriptions (annual) and evergreen subscriptions (monthly, lasting perpetually).

Solution:

* C. Renewable/Evergreen: Set the Subscription Type field to Renewable/Evergreen to support both behaviors.

* D. Default Subscription Term: Allow sales reps to define whether the subscription is sold monthly or annually by exposing the Default Subscription Term field in the Quote Line Editor.

Steps to Configure:

* Navigate to the Product Record.

* Set the Subscription Type to Renewable/Evergreen.

* Add the Default Subscription Term field to the Quote Line Editor Field Set.

Validation:

* Confirm that sales reps can toggle between selling the product monthly or annually.

NEW QUESTION # 211

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