

100% Pass 2025 Sales-Admn-202: Trustable Salesforce Certified CPQ Administrator Reliable Test Camp



In order to meet the different needs of customers, we have created three versions of our Sales-Admn-202 guide questions. Of course, the content of the three versions is exactly the same, but the displays are the totally different, so you only need to consider which version of our Sales-Admn-202 study braindumps you prefer. Perhaps you can also consult our opinions if you don't know the difference of these three versions. Or you can free download the demos of the Sales-Admn-202 exam braindumps to check it out.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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	• 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	• 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	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 6	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 7	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.

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Sales-Admn-202 Exam Overview | Sales-Admn-202 Latest Exam Papers

It is known to us that to pass the Sales-Admn-202 exam is very important for many people, especially who are looking for a good job and wants to have a Sales-Admn-202 certification. Because if you can get a certification, it will help you a lot, for instance, it will help you get a more job and a better title in your company than before, and the Sales-Admn-202 Certification will help you get a higher salary. We believe that our company has the ability to help you successfully pass your exam and get a Sales-Admn-202 certification by our Sales-Admn-202 exam torrent.

Salesforce Certified CPQ Administrator Sample Questions (Q75-Q80):

NEW QUESTION # 75

Universal Containers (UC) has categorized its Products into three Product Families. When rendering a document, UC wants to separate the Products into different Line Item tables by Product Family.

How should the admin meet the requirement in the most efficient manner?

- A. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Conditional Print field.
- B. Create a single Template Section, and use the Group Field functionality to ensure appropriate grouping by Product Family.**
- C. Create a single Template Section, and use the LineSortField special field to ensure appropriate grouping by Product Family.
- D. Create a Template Section for each Product Family, and set up the appropriate filtering within each section using the Filter field.

Answer: B

Explanation:

* Requirement:

* Separate products into different Line Item tables by Product Family when rendering a document.

* Solution:

* The Group Field functionality within a single Template Section can group Line Items by Product Family dynamically, avoiding the need for multiple Template Sections.

* Why Other Options Are Incorrect:

* B & D: Creating multiple Template Sections for each Product Family introduces redundancy and is less efficient.

* C: LineSortField sorts products but does not create separate tables.

* Salesforce CPQ Reference:

* Group Field functionality is explained in the Quote Templates and Template Sections guidelines .

NEW QUESTION # 76

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying

information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- **A. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.**
- B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.
- C. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- D. Create a custom Page Layout and add the custom Contract Name field to the layout.

Answer: A

Explanation:

Requirement Overview:

* Ensure that the Contract Name field is visible to users when initiating an Amendment.

Key Configuration:

* The Active Contract Lookup Field Set on the Contract object determines which fields appear when selecting a Contract for an Amendment.

Steps to Configure:

* Navigate to the Field Set named Active Contract Lookup on the Contract Object.

* Add the custom Contract Name field to the Field Set.

Validation:

* Test the Amendment process to confirm that the Contract Name field is visible.

NEW QUESTION # 77

Universal Containers (UC) has an approval structure that involves both the Deal Desk and Finance teams. UC wants to send both Approval requests simultaneously when a Quote is submitted to reduce the time for Quote approval.

Which Approval type best suits UC's needs?

- A. Advanced Approvals; multiple Approval Chains can be set up to send Approval requests in parallel.
- **B. Advanced Approvals; multiple Approval Steps can be set up in a single Approval Chain to send Approval requests in parallel.**
- C. Native Approvals; multiple Approval steps can be set up with the same Step Number to send Approval requests in parallel.
- D. Native Approvals; multiple Approval Processes can be set up to send Approval requests in parallel.

Answer: B

Explanation:

Requirement Overview:

* Universal Containers needs to send Approval Requests to both the Deal Desk and Finance teams simultaneously.

Solution:

* Use Advanced Approvals to configure multiple Approval Steps within a single Approval Chain.

* Set the steps to run in parallel to minimize the time required for approval.

Steps to Configure:

* Navigate to Advanced Approvals in Salesforce CPQ.

* Create an Approval Chain with two steps: one for the Deal Desk and one for the Finance team.

* Configure both steps to run in parallel by assigning them the same step number.

NEW QUESTION # 78

An admin has created a text field Configuration Attribute for Bundle A. The admin wants the attribute to start with a dynamic value the moment the configuration page loads. Which steps should the admin take to meet this requirement?

- A. Create a text field on the Quote Line object with the same API name as the Configuration Attribute field. Create a Price Rule to target the Quote Line field to give it a value.
- B. Create a Price Rule to target the Product Option field that is used for Configuration Attribute to give it a value. Ensure the end user selects Apply Rules in the Configurator.
- **C. Create a Flow to update the Product Option field that is used for the Configuration Attribute value. Set the process to trigger upon new record creation.**
- D. Create a formula text field on the Quote, constructing the formula to return the desired default value. Update the Configuration Attribute Default Field to identify the Quote formula field.

Answer: C

Explanation:

To set a dynamic default value for a Configuration Attribute when the configuration page loads, automation must populate the associated Product Option field automatically. Option A uses a Flow to update the Product Option field tied to the Configuration Attribute, triggered upon record creation (e.g., when the Quote Line is initiated), ensuring the value is set dynamically at page load. Option B (Price Rule) requires manual user action ("Apply Rules"), which doesn't meet the "moment the page loads" requirement. Option C (Quote formula field) isn't directly supported as a default source for Configuration Attributes without additional customization. Option D (Quote Line field with Price Rule) lacks real-time dynamism and alignment with page load timing. Salesforce CPQ documentation highlights Flows as a robust solution for dynamic defaults.

References: Salesforce CPQ Documentation - "Configuration Attributes" and "Using Flows in CPQ".

NEW QUESTION # 79

Universal Containers (UC) has asked their admin to add a new product selection rule to their flagship bundle.

In their flagship bundle, there is a nested bundle "Warranty" that contains three warranty options: Gold, Platinum, and Diamond. By default, there is no warranty option selected. If a user has not set a warranty option and selects the product option "Premium Container" in the flagship bundle, the Diamond warranty option should automatically be selected in the child bundle.

How should the UC admin set the configuration rule?

- A. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to None.
- **B. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to None.**
- C. Set the configuration rule Child Bundle Condition Level to 1, set the Child Bundle Action Level to 1.
- D. Set the configuration rule Child Bundle Condition Level to None, set the Child Bundle Action Level to 2,

Answer: B

Explanation:

Scenario:

* Automatically select the Diamond Warranty Option in the child bundle if Premium Container is selected in the parent bundle and no warranty is selected.

Solution:

* Child Bundle Condition Level = 1: Ensures the condition applies at the child bundle level.

* Child Bundle Action Level = None: Prevents overwriting user-selected options but enables automatic defaulting when none are selected.

Why Other Options Are Incorrect:

* B & C: Setting inappropriate levels may lead to overwriting user selections or incorrect rule execution.

* D: Setting both levels to None results in no action or condition enforcement.

Salesforce CPQ Reference:

* Configuration rules and child bundle handling are outlined in CPQ Bundle Configuration Guidelines

NEW QUESTION # 80

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