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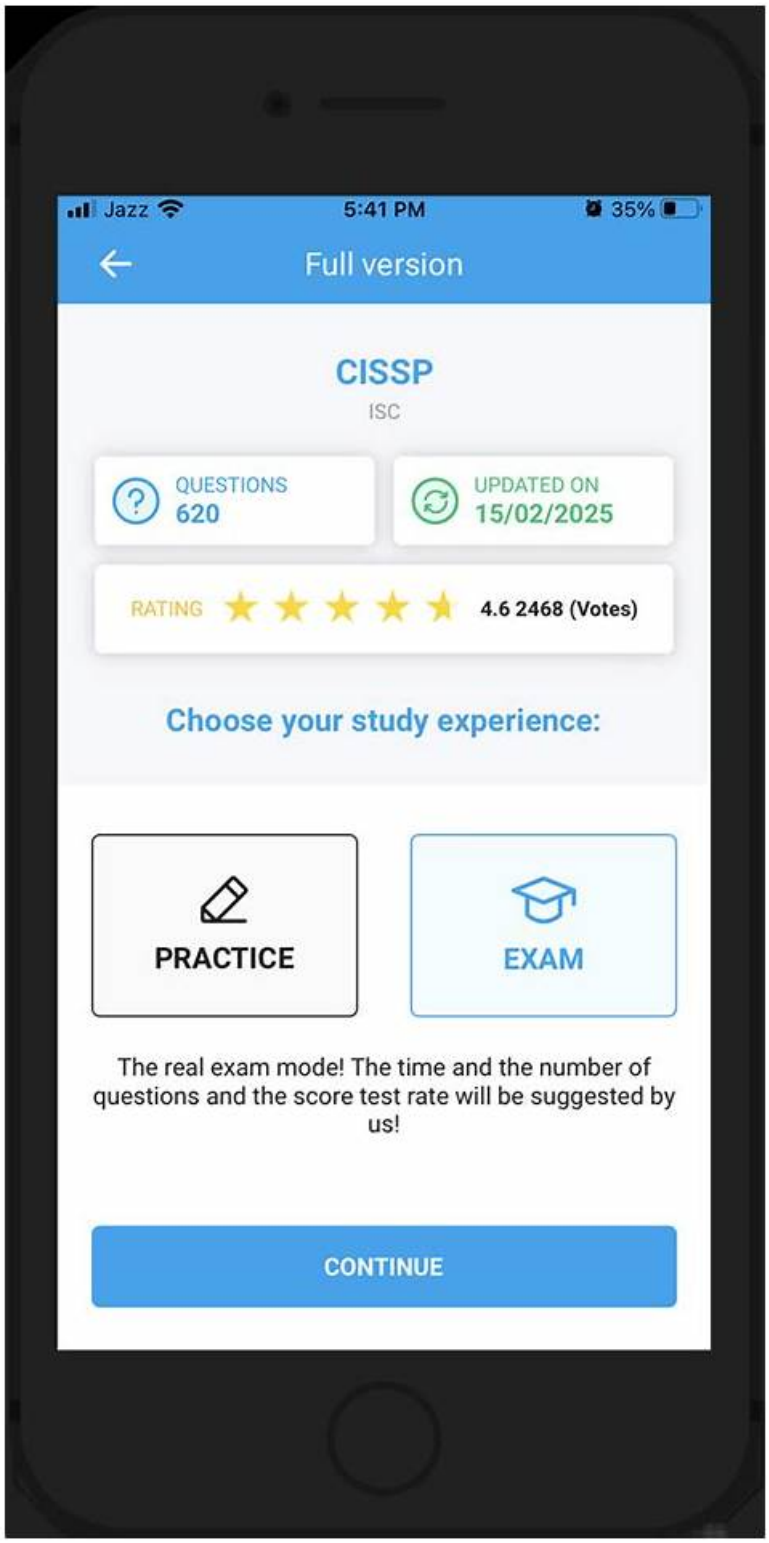

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It is known to us that getting the Sales-Admn-202 certification is not easy for a lot of people, but we are glad to tell you good news. The Sales-Admn-202 study materials from our company can help you get the certification in a short time. Now we are willing to

introduce our Sales-Admn-202 Practice Questions to you in detail, we hope that you can spare your valuable time to have a try on our products. Please believe that we will not let you down!

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	• 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 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	• 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 5	• 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 6	• 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q88-Q93):

NEW QUESTION # 88
A Universal Containers User states that a Configuration Attribute value can be set up during the initial configuration, but the value is not present when they reconfigure. What should the Admin check to ensure the Configuration Attribute value is properly saved?

- A. A twin field must be created on the Product Option object.
- B. A twin field must be created on the Product object.
- C. A twin filed must be created on the Quote Line object.
- D. A twin field must be created on the Quote object.

Answer: C

Explanation:
Requirement Overview:
* Ensure that the Configuration Attribute value is retained when reconfiguring a bundle.
Solution:
* Create a twin field on the Quote Line object with the same API name as the Configuration Attribute.
This allows the value to persist and be passed between configurations.
Steps to Configure:
* Navigate to Setup > Object Manager > Quote Line.
* Create a new custom field with the same API name as the Configuration Attribute.
* Test the configuration to ensure the value persists during reconfiguration.

NEW QUESTION # 89
Universal Containers wants to ensure that information in custom fields provided on original Quote Lines should also appear on Quote Lines for the Renewal Quotes.
How should the Admin set up this data flow?

- A. A custom formula field should look up through the SBQQ__Source__c Quote Line lookup to the original Quote Line.
- B. A twin field should be created on both the Asset and Subscription objects to bring back to Renewal Quote Lines.
- C. Renewal Quote Line values are automatically mapped from original Quote Lines.
- D. A Price Rule should be created to pull the value from the original Quote Line and populate the Renewal Quote Line.

Answer: B

Explanation:
Requirement:
* Ensure that custom field data from original Quote Lines flows into Renewal Quote Lines.
Solution:
* Use twin fields on the Asset and Subscription objects to store and transfer data. Twin fields are automatically mapped during renewal processes, ensuring data flows seamlessly.
Why Other Options Are Incorrect:
* A: A formula field cannot persist data on Renewal Quotes.
* B: Automatic mapping does not apply to custom fields without twin fields.
* C: A Price Rule is unnecessary when twin fields handle this data flow.
Salesforce CPQ Reference:
* Twin fields and their functionality are described in CPQ Subscription Management .

NEW QUESTION # 90
Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book.
When the Product is selected under a bundle, the price should be included as part of the bundle.
How should the Admin meet this requirement?

- A. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD.Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR.On both Product Option records, set the Required field to True.
- B. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option, set the Selected field to True.
- C. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option, set the System field to True.
- D. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR.On the Product Option, set the Bundled field to True.

Answer: D

Explanation:
* Requirement Overview:
* A product priced at 100 USD and 95 EUR needs to be included as part of a bundle.
* Solution:
* Bundled Products: Setting the Bundled field to True ensures the product is included in the bundle's total price.
* Configure the Price Book Entries with the required prices for the respective currencies.

* Steps to Configure:
* Navigate to the Product in the 2019 Price Book.
* Set 100 USD and 95 EUR as the Price Book Entries.
* On the Product Option, mark the Bundled field as True.
* Validation:
* Test the bundle by adding it to a Quote and verifying the correct pricing behavior.

NEW QUESTION # 91
When amending a contract, users have reported that the net pricing of some products is incorrect. The admin has done a preliminary investigation and found that the issue only happens on existing products when the quantity is adjusted. What is the likely cause?

- A. The Revised Quantity has been set on the Subscription record.
- B. The products have a Discount Schedule and Cross Order is unselected.
- C. A Price Rule is firing Before Calculate and changing the Regular Unit Price.
- D. A Price Rule is firing On Calculate and changing the Effective Quantity.

Answer: B

Explanation:
When amending a contract in Salesforce CPQ, the net pricing of products can sometimes appear incorrect, especially when quantities are adjusted on existing subscriptions. The "Revised Quantity" field on the Subscription record is used during amendments to reflect the updated quantity of a subscription product after the amendment. If this field is set incorrectly or unexpectedly (e.g., manually or via automation), it can override the expected quantity and cause discrepancies in pricing calculations, especially for existing products. This aligns with the scenario where the issue only occurs when quantities are adjusted on existing products. Option B (Price Rule firing On Calculate) could affect pricing but typically wouldn't target only existing products or cause quantity-specific issues unless explicitly designed to do so. Option C (Price Rule firing Before Calculate) might alter pricing but wouldn't directly tie to quantity adjustments on amendments.
Option D (Discount Schedule with Cross Order unselected) affects pricing tiers but isn't directly related to amendment quantity adjustments. Per Salesforce CPQ documentation, the "Revised Quantity" field is a key factor in amendment scenarios impacting pricing consistency.
References: Salesforce CPQ Documentation - "Amending Subscriptions" and "Subscription Fields" (Revised Quantity).

NEW QUESTION # 92
An admin has created a validation Product Rule that must display an error message upon clicking Sava if a Product Option is selected while a Configuration Attribute is set to a spacific value. When tha usar chooses the Product Option, than sets the Configuration Attribute to the specific value. The error massage appears before Save is clicked.
What can the admin change on the Product Rule or Configuration Attribute to ensure the error message only appears upon clicking Save?

- A. Change tha Product Rule field Evaluation Evant to Sava.
- B. Change tha Product Option fiald Apply Immediately to Trua.
- C. Change tha Configuration Attribute field Apply Immadiately to False.
- D. Add a Product Rule Error Condition to chack if Evaluation Action = Sava.

Answer: C

Explanation:
Issue:
* The validation error message appears immediately after a user sets a specific value in the Configuration Attribute, even before saving.
Solution:
* Setting Apply Immediately to False ensures that changes in Configuration Attributes do not trigger immediate validations. Instead, validations occur only upon clicking Save.
Why Other Options Are Incorrect:
* A: Evaluation Action does not exist as a field for Product Rule Error Conditions.
* C: Changing the Apply Immediately field for Product Options does not affect the Configuration Attribute's behavior.
* D: Setting Evaluation Event to Save applies to the rule's scope but does not address Configuration Attribute settings.
Salesforce CPQ Reference:
* Configuration Attribute Settings are explained in CPQ Configuration Attribute documentation .

NEW QUESTION # 93

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