

Sales-Admn-202 100% Correct Answers & Sample Sales-Admn-202 Questions



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

| Topic | Details |
|---------|--|
| Topic 1 | <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 2 | <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 3 | <ul style="list-style-type: none">• 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 4 | <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. |

Sample Sales-Admn-202 Questions & Exam Sales-Admn-202 Papers

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Salesforce Certified CPQ Administrator Sample Questions (Q199-Q204):

NEW QUESTION # 199

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. An error is thrown informing the user an order already exists.
- **B. A second Order is generated with the remaining Quote Lines.**
- C. The existing Order is updated with the remaining Quote Lines.
- D. An Order without Order Products is created.

Answer: B

Explanation:

Scenario:

* The Create Order button generates an Order with half the Quote Lines, and the Ordered checkbox is selected.

Outcome:

* When the Ordered checkbox is checked, remaining Quote Lines are eligible for a new Order. A second Order will be generated for the remaining lines.

Why Other Options Are Incorrect:

* A: An Order without Order Products is invalid in this scenario.

* C: No error is thrown because multiple Orders are allowed from the Quote.

* D: Existing Orders are not updated with new Quote Lines.

Salesforce CPQ Reference:

* The behavior of the Create Order button is detailed in CPQ Order Management documentation .

NEW QUESTION # 200

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.

How can the admin configure the Product to meet this requirement?

- A. Select the Hidden checkbox on the Product.
- B. Set the Asset Conversion field to One per unit.
- **C. Select the Component checkbox on the Product.**
- D. Set the Configuration Type field to Allowed.

Answer: C

Explanation:

Requirement Overview:

* Universal Containers sells a Product exclusively as part of a bundle and does not want it to appear in the Product Selection screen.

Solution:

* The Component checkbox ensures the Product is only available as part of a bundle and is hidden from the general Product Selection screen.

Steps to Configure:

* Navigate to the Product Record for the item.

* Select the Component checkbox.

* Save the changes.

Validation:

* Confirm that the Product is not visible on the Product Selection screen but is available within its assigned bundles.

NEW QUESTION # 201

"UC Admin wants to prevent a Quote Term from being edited by non-admin users.
What should the Admin do to meet this requirement?"

- A. On the Quote Term object, make the Object Read-Only
- **B. On the Quote Term record, check the Locked checkbox.**
- C. On the User Profile, make the object Read-Only."
- D. On the Quote Term record, check the Read-Only checkbox.

Answer: B

Explanation:

Requirement Overview:

* Prevent non-admin users from editing a specific Quote Term.

Key Configuration:

* The Locked checkbox on a Quote Term record ensures that the term is non-editable for all users except admins.

Steps to Implement:

* Navigate to the Quote Term record.

* Check the Locked checkbox.

* Save and test by logging in as a non-admin user to confirm editing is disabled.

NEW QUESTION # 202

Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- A. Update Percent of Total (%) on the hardware products to 10.
- **B. Update Percent of Total Base on Warranty to Net Price.**
- C. Update Percent of Total Category on the hardware products to Hardware.
- D. Update Percent of Total Target on Warranty to Standard Warranty.

Answer: B

Explanation:

Requirement Overview:

* Warranty pricing should be based on the discounted prices of hardware products.

Solution Details:

* The Percent of Total Base field determines the pricing basis for Percent of Total Products.

* To ensure the price reflects discounted values, set the Percent of Total Base to Net Price.

Steps to Configure:

* Navigate to the Warranty Product record.

* Update the Percent of Total Base field to Net Price.

* Save and test the configuration by adding hardware products and the Warranty to a Quote.

Validation:

* The Warranty price should now calculate as 10% of the discounted prices of hardware products.

NEW QUESTION # 203

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30. In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

- **A. Include Monthly Price in the Quote Line Editor Field set.**
- B. Create an additional Line Items section without the Monthly Price field.
- **C. Create a custom formula Indicating if the Payment Terms are Net 30.**

- D. Set the Conditional Print Field on the Line Column record.

Answer: A,C

Explanation:

Universal Containers requires a dynamic approach to display the Monthly Price column on the Quote Document only when the Payment Terms field is set to "Net 30". Here's how to achieve this:

Step 1: Create a Monthly Price Line Column

- * Navigate to Quote Templates in Salesforce CPQ.
- * Select the relevant Quote Template.
- * In the Line Columns related list:
- * Create a new Line Column for "Monthly Price."
- * Configure the desired settings for how the Monthly Price should display in the PDF.

Step 2: Create a Custom Formula Field

- * Navigate to Setup > Object Manager > Quote.
- * Create a custom formula field (e.g., Show_Monthly_Price) on the Quote object:
- * Type: Formula (Checkbox).
- * Formula Logic: IF(Payment_Terms__c = "Net 30", TRUE, FALSE).
- * Replace Payment_Terms__c with the API name of the Payment Terms field.

This formula ensures the field returns TRUE only when Payment Terms equals "Net 30." Step 3: Configure Conditional Print Field on the Line Column

- * Return to the Quote Template and edit the Monthly Price Line Column.
- * Set the Conditional Print Field to Show_Monthly_Price.
- * This links the visibility of the Monthly Price column to the custom formula field you created.

Step 4: Validate in Quote Document

- * Generate a Quote Document for a Quote where Payment Terms are set to "Net 30."
- * The Monthly Price column should appear in the PDF.
- * Change the Payment Terms to a value other than "Net 30" and regenerate the document.
- * The Monthly Price column should not appear.

Step 5: Optional Enhancements

- * Discard Width When Hidden: In the Monthly Price Line Column, enable this setting to avoid column width adjustments when the column is hidden.
- * Test Across Use Cases: Validate across different Payment Terms to ensure robust behavior.

By using a combination of the Conditional Print Field and a custom formula field, Universal Containers can dynamically control the visibility of the Monthly Price column.

NEW QUESTION # 204

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