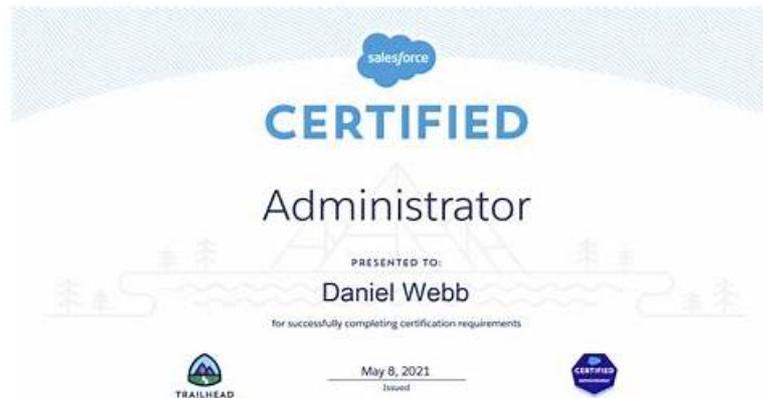# Authoritative Sales-Admn-202 Reliable Exam Price - Win Your Salesforce Certificate with Top Score

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For offline practice, our Salesforce Certified CPQ Administrator (Sales-Admn-202) desktop practice test software is ideal. This Salesforce Certified CPQ Administrator (Sales-Admn-202) software runs on Windows computers. The Salesforce Certified CPQ Administrator (Sales-Admn-202) web-based practice exam is compatible with all browsers and operating systems. No software installation is required to go through the web-based Salesforce Certified CPQ Administrator (Sales-Admn-202) practice test.

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	• 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	• 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	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q67-Q72):

NEW QUESTION # 67
In what way does Smart Approvals expedite the approval process?

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

Answer: A

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 # 68
Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.
What is the most likely cause of the issue?

- A. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- B. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- C. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.
- D. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.

Answer: B

Explanation:
Behavior Explanation:
* The Price Rule fails to apply correctly because formula fields used in Price Conditions are not natively supported for the first evaluation cycle.

* The system requires additional recalculation to fetch and calculate the correct formula-derived value.
Root Cause:
* Price Rule evaluation relies on static field values at runtime. When formula fields are used, their values may not be immediately available due to dependency on intermediate calculations.
Salesforce CPQ Reference:
* Salesforce documentation discourages the use of formula fields in Price Conditions for real-time calculations and recommends using static fields or Lookup Queries for consistent behavior .

NEW QUESTION # 69
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 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.
- B. 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.
- C. 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.
- D. Create a Process Builder to update the Product Option field that is used for the ConfigurationAttribute value. Set the process to trigger upon new record creation.

Answer: D

Explanation:
Requirement:Populate a Configuration Attribute with a dynamic value when the configurator page loads.
Solution Mechanics:
* Process Builder can be used to dynamically set values on records based on predefined logic.
* By targeting the Product Option field, which maps to the Configuration Attribute, Process Builder ensures that the value is set upon record creation.
Steps to Implement:
* Create a new Process Builder.
* Trigger on the creation of the Quote Line record (or related record based on Configuration Attribute setup).
* Define criteria to determine the dynamic value.
* Use the Update Records action to populate the Product Option field with the default value.
Advantages of Process Builder:
* Allows for dynamic and conditional logic.
* Automates the default value population without user intervention.
Testing and Validation:
* Create a test bundle with the Configuration Attribute.
* Load the configurator and verify that the attribute is pre-populated.

NEW QUESTION # 70
Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once.
What should the admin set up to satisfy this requirement?

- A. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.
- B. A value of 10 should be added to the Max Options field on the feature record.
- C. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- D. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.

Answer: B

Explanation:
Requirement Overview:
* Limit users from selecting more than 10 product options within a specific Product Feature.
Key Mechanism:
* The Max Options field on the Feature record limits the maximum number of product options that can be selected for that feature.

Steps to Configure:
* Navigate to the Feature Record associated with the Product Bundle.
* Set the Max Options field to 10.
* Save and test by adding the Product Bundle to a Quote.
Validation:
* When a user attempts to select more than 10 product options within the feature, Salesforce CPQ will prevent further selections and display an appropriate message.

NEW QUESTION # 71

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

Answer: A,B

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 # 72

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