

Quiz 2026 Salesforce Sales-Admn-202: Salesforce Certified CPQ Administrator Marvelous Test Result



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 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"> • 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"> • 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	<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 (Q40-Q45):

NEW QUESTION # 40

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 a Line Items section and set SBQQ__ProductFamily__c as the Group field.**
- C. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- D. Create a Line Items section and set SBQQ__ProductFamily__c as the Roll-Up field.

Answer: B

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 # 41

After installing the Advanced Approvals managed package, which object is enabled out of the box to leverage all Advanced Approval functionality?

- A. CPQ Quote object
- **B. Opportunity object**
- C. CPQ Quote Line object
- D. Core Salesforce Quote object

Answer: B

Explanation:

Advanced Approvals Context:

- * The Opportunity Object is configured out-of-the-box to integrate fully with Advanced Approvals.
- * Other objects, like the CPQ Quote or Quote Line, may require additional customization.

Functionality:

- * Advanced Approvals use Approval Rules, Chains, and Conditions to automate the approval process.
- * Predefined templates and configurations are readily available for the Opportunity Object.

Validation:

- * After installation of the Advanced Approvals package, confirm the Opportunity Object's configuration.

No additional setup is required for basic functionality.

NEW QUESTION # 42

The Universal Containers sales operations team wants to ensure that without reopening the Quote Line Editor, quotes have current information prior to submitting them for approval.

Which two actions could the admin take to meet the business requirement?

Choose 2 answers

- **A. Change the value of a field in the Calculating Fields Field Set.**
- B. Create a new Lightning button to trigger recalculation.
- **C. Add the Calculate button to the quote layout.**
- D. Create a Flow to trigger recalculation upon record save.

Answer: A,C

Explanation:

Requirement:

- * Ensure that quotes are recalculated with current information prior to approval without reopening the Quote Line Editor.

Solution:

- * Option A: Adding or modifying a field in the Calculating Fields Field Set automatically triggers recalculation for quotes.
- * Option C: Including the Calculate button on the quote layout provides users with a manual option to trigger recalculation before approval.

Why Other Options Are Incorrect:

- * B and D: These require additional customization (e.g., creating a custom Lightning button or Flow) and are not standard CPQ features.

Salesforce CPQ Reference:

- * The Calculating Fields Field Set and Calculate Button functionalities are well-documented as standard CPQ tools .

NEW QUESTION # 43

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

- A. Product
- **B. Contracted Price**
- C. Segmented Product
- **D. Product Option**

Answer: B,D

Explanation:

Hierarchy of Discount Schedule Application:Salesforce CPQ applies Discount Schedules based on object precedence.

- * Contracted Price: Overrides Discount Schedules at the Product or Feature level when specific pricing agreements are in place for

an Account.

* Product Option: A Discount Schedule on a Product Option takes precedence over one defined at the Product Feature level.

Key Configurations:

* Contracted Price: Navigate to the Contracted Price record and add the Discount Schedule.

* Product Option: Assign the Discount Schedule on the Product Option record.

Validation:

* Test configurations to confirm the Discount Schedule is applied at the appropriate level and overrides the Feature-level Discount Schedule.

NEW QUESTION # 44

An admin has created a Product and defined Price Dimensions for yearly segments. They want the Product to appear unsegmented when it is first added to a Quote, with the option to segment when needed.

- A. Set the Display Order of the Desegment Line action to 1.
- B. Create a Quote formula field named StartSegment_c that returns 0.
- **C. Set the Product's Default Pricing Table to Standard.**
- D. Set the Price Dimension's Type to One-Time.

Answer: C

Explanation:

Unsegmented Product Setup:

* By setting the Default Pricing Table to Standard, the product appears unsegmented when first added to a quote.

* This allows users to manually segment the product later if necessary.

Default Pricing Table Configuration:

* The Standard table ensures that pricing is applied uniformly across the quote without segmentation.

Salesforce CPQ Reference:

* This behavior is defined in the Price Dimension Configuration Guidelines in CPQ documentation .

NEW QUESTION # 45

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