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The Sales-Admn-202 practice exam software is essential for your Salesforce Certified CPQ Administrator exam preparation as it gives you hands-on experience before the actual Sales-Admn-202 certification exam. This kind of exam preparation ensures that a well-prepared and more confident candidate enters the examination arena. While using this Salesforce Sales-Admn-202 Practice Exam software, you can easily customize your Salesforce Certified CPQ Administrator mock exam conditions such as exam duration, number of questions, and many more. These Salesforce Sales-Admn-202 dumps bear the closest resemblance to the actual Sales-Admn-202 dumps that will be asked of you in the exam.

## Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>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.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• 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.</li> </ul>
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### Salesforce Certified CPQ Administrator Sample Questions (Q102-Q107):

#### NEW QUESTION # 102

Universal Contamars wants to give a 25% discount on a specific Product Option purchased in the big Box bundle. In which two ways could the admin configure CPQ to automatically apply this discount? Choose 2 answers.

- A. Set the Option Discount (%) field on the Product Feature for the bundle.
- B. Create a Price Rule that applies the 25% discount when the product is added as part of the bundle.
- C. Set Discounted by Package to TRUE on the Product Option for the bundle.
- D. Set the Option Discount (%) field on the Product Option for the bundle.

**Answer: B,C**

Explanation:

Requirement:

\* Automatically apply a 25% discount to a specific Product Option within a bundle.

Solution:

\* Option C: The Discounted by Package field ensures that the Product Option inherits discounts applied to the bundle as a whole.

\* Option D: A Price Rule specifically targeting this Product Option can enforce the 25% discount when it is added to the bundle.

Why Other Options Are Incorrect:

\* A: The Option Discount (%) field on the Product Feature applies discounts to all options, not just a specific one.

\* B: The Option Discount (%) field on the Product Option does not dynamically apply discounts based on specific scenarios.

Salesforce CPQ Reference:

\* Configuration and discounting for bundles and Product Options are documented under [Bundle Pricing Configuration Guidelines](#).

#### NEW QUESTION # 103

Universal Containers has a multi-layer bundle with a Percent of Total option in the first level. This Percent Total option's calculation should be based on other options in the same level.

How should the admin set this up?

- A. Set the percent of Total Scope field on the Product Option record to a value of Components.
- B. Set the percent of Total Scope field on the Product Option record to a value of package.
- C. Set the Percent of Total Scope field on the Product Option record to a value of Group.
- D. Set the percent of Total Category field on each Product in the bundle to the same value.

**Answer: A**

Explanation:

Requirement Overview:

\* A Percent of Total option in a multi-level bundle must calculate its value based on other options in the same level.

Key Configuration:

\* The Percent of Total Scope field determines the scope of the calculation.

\* Setting it to Components limits the calculation to options within the same bundle level.

Steps to Configure:

\* Navigate to the Product Option record for the Percent of Total option.

\* Set Percent of Total Scope to Components.

Validation:

\* Add the bundle to a Quote and verify that the Percent of Total calculation includes only the options at the same level.

## NEW QUESTION # 104

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. Add the Calculate button to the quote layout.
- C. Create a new Lightning button to trigger recalculation.
- D. Create a Flow to trigger recalculation upon record save.

**Answer: A,B**

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 # 105

Cloud Kicks (CK) uses Salesforce CPQ to streamline its sales process for customers, partners, and distributors. As part of CK's implementation, sales reps are able to specify a Partner Discount within the Quote Line Editor.

Sales reps are reporting the Quote and Quote Lines' prices fail to recalculate automatically after a value is entered or changed in the Partner Discount field. The reps must press the Save or Quick Save button manually to trigger the calculation instead. How can the consultant ensure the real-time calculation is triggered in response to field changes within the Quote Line Editor?

- A. Ensure the ChannelDiscountsOffUst\_c field value is set to 1.
- B. Ensure the ApplyPartnerDiscountfirst\_c field value is set to 1.
- C. Enable the Calculate Immediately field on the Pricing and Calculation tab.
- D. Enable the Partner Discount in the Calculating Fields field set

**Answer: C**

Explanation:

Real-Time Calculation:

\* The Calculate Immediately field in CPQ ensures that pricing calculations occur automatically when changes are made in the Quote Line Editor without requiring manual saving.

Field Behavior:

\* Enabling this field configures CPQ to detect changes to the Partner Discount or other relevant fields and trigger real-time recalculations.

Salesforce CPQ Reference:

\* Configuration settings for real-time pricing calculations are documented in the Pricing and Calculation Package Settings .

## NEW QUESTION # 106

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term unit: MonthSubscription Prorate Precision: Month + Daily
- B. Subscription Term unit: DaySubscription Prorate Precision: Day.
- **C. Subscription Term unit: MonthSubscription Prorate Precision: Month**
- D. Subscription Term unit: MonthSubscription Prorate Precision: Day

**Answer: C**

Explanation:

Requirement Overview:

\* Universal Containers wants to sell monthly subscriptions and round additional days up to the nearest month when calculating prorated prices.

Solution Details:

- \* Subscription Term Unit = Month: Ensures that subscriptions are billed on a monthly basis.
- \* Subscription Prorate Precision = Month: Rounds up additional days to the next month.

Steps to Configure:

- \* Navigate to CPQ Package Settings > Subscription and Renewal Settings.
- \* Set the Subscription Term Unit to Month.
- \* Set the Subscription Prorate Precision to Month.
- \* Save and test the configuration by creating a Quote with subscription products.

Validation:

- \* Ensure that additional days are rounded up to the next month in the prorated pricing calculation.

## NEW QUESTION # 107

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