

# Realistic Salesforce Sales-Admn-202 Valid Exam Testking



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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• <b>Products:</b> 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• <b>Quote Templates:</b> 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• <b>CPQ Platform:</b> 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>
Topic 4	<ul style="list-style-type: none"><li>• <b>Bundle Configurations:</b> 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>

- **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.

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### Salesforce Certified CPQ Administrator Sample Questions (Q193-Q198):

#### NEW QUESTION # 193

Universal Containers (UC) defines a Warranty Period in a field on its Products and wants to ensure that this Warranty Period is correctly stored on the Asset record. A twin field has been created on the Asset record. UC contracts from the Order. When leveraging the twin field functionality to pass this Information to the Asset record, on which object should the admin create a twin field?

- A. Product Option
- **B. Quote Line**
- C. Order Product
- D. Opportunity Product

#### Answer: B

Explanation:

Requirement:

\* Ensure the Warranty Period from the Product is correctly transferred to the Asset record.

Solution:

\* Create a twin field on the Quote Line because:

\* The Quote Line stores product-specific information during quoting.

\* When the Quote is contracted, the twin field ensures the value is passed to the Order Product and then to the Asset record.

Why Other Options Are Incorrect:

\* A: The Product Option is used within bundles and does not directly transfer to the Asset.

\* B: The Order Product receives data from the Quote Line, so the twin field must originate there.

\* C: The Opportunity Product is not involved in the CPQ twin field data flow.

Salesforce CPQ Reference:

\* Twin fields and their data flow from Quote Line to Asset are detailed in CPQ Field Mapping Documentation .

#### NEW QUESTION # 194

Universal Containers requires that all users add at least one Product Option from the Maintenance Feature to a bundle. Additionally, users must select at least one and no more than two Product Options from the Support Feature. How should the admin set up these requirements for the users?

- A. Set Min Options for Maintenance to one. Set Min Options to zero and Max Options to two for Support.
- B. Set Max Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.
- C. Set Min Options and Max Options to zero for Maintenance-Set Min Options to zero and Max Options to two for Support.
- **D. Set Min Options for Maintenance to one. Set Min Options to one and Max Options to two for Support.**

**Answer: D**

Explanation:

Requirement Overview:

- \* Maintenance Feature: At least one Product Option must be selected.
- \* Support Feature: At least one and no more than two Product Options must be selected.

Key Configurations:

- \* Min Options = 1: Ensures users select at least one option.
- \* Max Options = 2: Ensures users cannot select more than two options.

Steps to Configure:

- \* Navigate to the Feature Record for Maintenance and set Min Options = 1.
- \* Navigate to the Feature Record for Support and set Min Options = 1 and Max Options = 2.

Validation:

- \* Test the bundle in the Quote Line Editor and verify the selection behavior for both Features.

### NEW QUESTION # 195

An Admin at Universal Containers wants to set up a product bundle that dynamically generates SKUs depending on what their users choose during the selling process. Which three fields are required for this type of configuration?

- A. Component Description Pattern
- **B. Component Code**
- **C. Component Code Position**
- D. Custom Configuration Page
- **E. Configured Code Pattern**

**Answer: B,C,E**

Explanation:

Dynamic SKU Generation:

\* A dynamic SKU is created based on user choices during the configuration process. This requires fields that define patterns and positions for combining components into a single SKU.

Required Fields:

- \* Component Code Position: Determines the position of each component in the SKU.
- \* Component Code: Represents individual product codes that contribute to the SKU.
- \* Configured Code Pattern: Defines the overall pattern of the dynamically generated SKU.

Salesforce CPQ Reference:

- \* Dynamic SKU creation is described under Configuration and Product Bundling Guidelines .

### NEW QUESTION # 196

A user renewing a Contract that was uploaded during a data migration. There is no Opportunity or Quote associated to the Contract. After renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect. What should the admin do to resolve this issue?

- A. Build Automation to automatically populate the correct Price Book on the Renewal Quote.
- B. Associate an Order with the correct Price Book to the Contract before renewing.
- C. Populate the Opportunity or Quote Price Book Id field on the Contract.
- **D. Populate the Renewal Pricebook ID field on the Contract.**

**Answer: D**

Explanation:

When a user performs a contract renewal and finds that the Price Book on the Renewal Opportunity or Quote is incorrect, the issue often arises due to the absence of a Price Book reference on the original Contract. To address this, the Renewal Pricebook ID field on the Contract must be populated. This field ensures the correct Price Book is carried over during the renewal process.

Step 1: Understand the Renewal Pricebook ID Field

- \* Field Location: The SBQQ\_\_RenewalPricebookId\_\_c field is on the Contract object.
- \* Purpose: It specifies which Price Book Salesforce CPQ should use for renewal quotes and opportunities created from the contract.
- \* Without this field populated, Salesforce CPQ defaults to another Price Book, which can lead to inaccuracies in the Renewal

Pricebook ID\*\*

- \* Access the Contract Record:
- \* Navigate to the relevant Contract record in Salesforce.
- \* Edit the Contract:
- \* Populate the Renewal Pricebook ID field with the 18-digit Salesforce ID of the desired Price Book.
- \* This ID corresponds to the Price Book you want Salesforce CPQ to apply during renewals.
- \* Save the Changes:
- \* Ensure the field is correctly updated and the changes are saved .

Step 3: \*\*

- \* Attempt the renewal process again by clicking Renew on the Contract.
- \* Confirm that the Renewal Opportunity and associated Quote now reference the correct Price Book.

Step 4: Consider Automation for Future Accuracy

\* Automate Field Population: Use Process Builder or a Flow to automatically populate the Renewal Pricebook ID field based on the contract's associated Account or Opportunity. This reduces manual errors and ensures consistency.

\* Data Validation: Enforce validation rules to prevent contracts from being saved without a valid Renewal Pricebook ID .

By ensuring the Renewal Pricebook ID is coesolve the issue of incorrect Price Books during renewals and prevent similar occurrences in the future.

### NEW QUESTION # 197

Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract. The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses. After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of the three quote lines and subscriptions for the below transactions:

- \* The original sale
  - \* The first amendment
  - \* The second amendment
- A. Quote Line: 100, -20, 40, Subscription: 100, -20, 40
  - B. Quote Line: 100, 80, 120, Subscription: 100, 80, 120
  - C. Quote Line: 100, -20, 40, Subscription: 100, 80, 120
  - D. Quote Line: 100, 80, 120, Subscription: 100, -20, 40

**Answer: D**

Explanation:

In Salesforce CPQ, amendments adjust subscription quantities incrementally. The original sale (Quote Line and Subscription) is 100. The first amendment reduces to 80, a decrease of 20, so the Quote Line is 80 (absolute), and the Subscription delta is -20 (reflecting the change). The second amendment increases to 120, an increase of 40 from 80, so the Quote Line is 120, and the Subscription delta is 40. Subscription quantities in amendments show the net change (-20, 40) rather than absolute values (80, 120), aligning with CPQ's amendment mechanics. Option B correctly reflects this: Quote Lines (100, 80, 120) show user-facing totals, while Subscriptions (100, -20, 40) show deltas. Salesforce CPQ documentation explains this behavior in amendment scenarios. References: Salesforce CPQ Documentation - "Amending Contracts" and "Subscription Quantity Handling".

### NEW QUESTION # 198

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