# Salesforce Sales-Admn-202 Reliable Test Objectives | New Sales-Admn-202 Exam Cram



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Dumpkiller designed this prep material to help you pass the exam on the first try. It may sound complicated, but once you go through regular study and intensive practice, passing the final exam would be a piece of cake. The cost of Salesforce Certified CPQ Administrator (Sales-Admn-202) certification itself is expensive, ranging from $100 to $1000, so you can't risk wasting that amount. Dumpkiller ensures that this does not happen by providing you with reliable and updated preparation material.

## 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 | • 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 3 | • 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 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 | • 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. |

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# New Sales-Admn-202 Exam Cram - Sales-Admn-202 Latest Exam Discount

These Sales-Admn-202 practice exams enable you to monitor your progress and make adjustments. These Sales-Admn-202 practice tests are very useful for pinpointing areas that require more effort. You can lower your anxiety level and boost your confidence by taking our Sales-Admn-202 Practice Tests. Only Windows computers support the desktop practice exam software. The web-based Salesforce Certified CPQ Administrator (Sales-Admn-202) practice test is functional on all operating systems.

# Salesforce Certified CPQ Administrator Sample Questions (Q79-Q84):

**NEW QUESTION # 79**
Universal Containers sells a monthly subscription service with tiered pricing:

| Total Price |
| --- |
| $1,000 for the first 100 units |
| $1,000 plus $9 per unit above 100 |
| $4,600 plus $8 per unit above 500 |
| $8,600 plus $7 per unit above 1,000 |

Which approach will allow the Quote Line's List Price to reflect these tiers?

- A. Create a Discount Schedule with Type = Range and Discount Unit = Price.
- B. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.
- C. Set the Product's Pricing Method = Block and Create Block Prices
- D. Set the Product's Pricing Method = List and Create Block Prices.

**Answer: B**

Explanation:
Scenario:
* A tiered pricing structure requires different amounts to be applied based on the quantity purchased.
Solution:
* Use a Discount Schedule with:
* Type = Slab: Ensures different price amounts are applied for each tier.
* Discount Unit = Amount: Specifies fixed dollar values for each tier.
Why Other Options are Incorrect:
* A, B: Block pricing is unsuitable because the requirement is tier-based, not fixed blocks.
* C: Range type does not handle tiered pricing accurately.
Salesforce CPQ Reference:
* Discount Schedules with Slab type are detailed in CPQ Discounting Guidelines .

**NEW QUESTION # 80**
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. Create a new Lightning button to trigger recalculation.
- B. Change the value of a field in the Calculating Fields Field Set.
- C. Create a Flow to trigger recalculation upon record save.
- D. Add the Calculate button to the quote layout.

**Answer: B,D**

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 # 81

A renewal quote has been generated through automation 45 days before the contract ends on December 31.
The customer wants to increase the quantity of their monthly service subscription. The customer is unprepared to renew at the moment, but needs to arrange the quantity increase for the last month of the contract immediately. Upon finalizing the amendment Quote and contracting the amendment Opportunity the sales ops team has discovered that the renewal Opportunity is out of sync with the latest change.
How can the sales ops team ensure the renewal Quote reflects the increased quantity?

- A. Delete the Renewal Opportunity, contract the amendment Opportunity again, then create a new renewal Opportunity and Quote.
- B. Create an Order from the amendment Opportunity, then contract the amendment Order and refresh the renewal Quote.
- C. Terminate the Contract with an End Date of November 30, and set the renewal Quote Date to December 1 of this year.
- D. Delete the existing Renewal Quote, and uncheck and re-check the Renewal Quote checkbox on the Contract.

**Answer: B**

Explanation:
Scenario:
* The customer wants to increase the subscription quantity for the last month of the contract. The renewal Opportunity must reflect this change.
Solution:
* Generate an Order from the amendment Opportunity to capture the changes.
* Contract the amendment Order to update the Contract.
* Refresh the renewal Quote to synchronize the increased quantity.
Why Other Options Are Incorrect:
* B: Terminating the contract with a specific end date is unnecessary for this scenario.
* C & D: Deleting Renewal Opportunities or Quotes adds unnecessary manual steps and risks data integrity.
Salesforce CPQ Reference:
* The process for handling amendments and renewals is detailed in Amendments and Renewal Configuration Guidelines .


## NEW QUESTION # 82

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote.
At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. The Opportunity status has changed to Proposal/price Quote.
- B. The Save or Quick Save buttons are clicked.
- C. The Quote status has changed to Approved.
- D. Override values are subject to Discount Schedule updates made by the Admin.

**Answer: B**

Explanation:
Requirement Overview:
* Sales reps need to know when manual overrides on a Discount Schedule will remain unaffected by Admin updates.
Key Behavior:
* When the Save or Quick Save button is clicked, the manual override is committed, and the Discount Schedule changes made by the Admin will not affect it.
Validation:
* Test the behavior by manually overriding a discount, saving the Quote, and confirming that Admin updates to the Discount Schedule do not impact the saved Quote.

**NEW QUESTION # 83**

Universal Containers (UC) uses USD, GBP, and EUR and has Multi-Currency enabled.

UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.

UC products have one set of EUR and GBP prices for European customers.

What is the most effective way to set up DCs Price Books?

- A. Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific -
- B. Create three Price Books, one for each region (America, Asia Pacific, Europe).
- C. Create three Price Books, one for each currency (USD, EUR, GBP),
- D. USD, Europe - EUR, Europe - GBP). Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia

**Answer: A**

Explanation:
Requirement Overview:
* Universal Containers uses multiple currencies (USD, EUR, GBP) and requires specific pricing based on regions (America, Asia Pacific, Europe).
Solution Details:
* Create four Price Books, where each Price Book covers a unique combination of region and currency.
* America - USD: Prices for American customers.
* Asia Pacific - USD: Prices for Asia Pacific customers.
* Europe - EUR: Prices for European customers using EUR.
* Europe - GBP: Prices for European customers using GBP.
Steps to Configure:
* Navigate to Setup > Price Books and create a new Price Book for each combination.
* Assign relevant Price Book Entries for the products in each Price Book.
* Use sharing rules to restrict access to the appropriate Price Books for users in each region.
Validation:
* Ensure users can access and use the correct Price Book based on their region and currency.

**NEW QUESTION # 84**

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