

# New Sales-Admn-202 Test Cram & Exam Sales-Admn-202 Voucher



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## Exam Sales-Admn-202 Voucher, Sales-Admn-202 Test Price

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## Salesforce Certified CPQ Administrator Sample Questions (Q56-Q61):

### NEW QUESTION # 56

How should the admin ensure Universal Containers' users can generate output documents in Microsoft Word format?

- A. Set the Allow Output Format Change checkbox on each user in User Settings.
- B. Create duplicate Template Sections in Microsoft Word format.
- C. Set the Allow Output Format Change checkbox on the Quote Template.
- D. Create a second Quote Template in Microsoft Word format.

**Answer: A**

Explanation:

Requirement:

\* Allow users to generate output documents in Microsoft Word format.

Solution:

\* The Allow Output Format Change checkbox in User Settings enables users to select alternative formats like Microsoft Word during document generation.

Why Other Options Are Incorrect:

\* A: The checkbox is user-specific, not template-specific.

\* C: Creating a second template is unnecessary when users can dynamically change the format.

\* D: Template Sections do not control output formats.

Salesforce CPQ Reference:

\* Configuring user settings for document generation is detailed in CPQ Quote Templates Documentation .

### NEW QUESTION # 57

An admin wants Configuration Attribute X to appear on the configuration page of bundle Y. The value selected will drive a Selection Product Rule and be listed in a Line Item Column in the output document.

On which objects will the admin need to create the Configuration Attribute X custom field to meet this requirement?

- A. Configuration Attribute and Quote
- B. Product Option and Quote
- C. Configuration Attribute and Product Option
- D. Product Option and Quote Line

**Answer: D**

Explanation:

Requirement Overview:

\* Display Configuration Attribute X on the configuration page of a bundle and in a Line Item Column on the output document.

Solution Details:

\* Product Option: Add the Configuration Attribute X custom field to ensure it appears during the configuration process.

\* Quote Line: Add the same custom field to enable its display as a Line Item Column in the Quote output.

Steps to Configure:

\* Create a custom field named Configuration Attribute X on the Product Option and Quote Line objects.

\* Add the field to the relevant field sets and templates for visibility in both the configurator and the output document.

### NEW QUESTION # 58

Universal Containers sends a company PDF brochure with each Quote to potential customers. Sales rep attach the brochure to each email sent.

What should the Admin do to simplify this process?

- A. Manually attach the PDF as an Additional Document on each Quote the sales rep sends.
- B. Upload the PDF into the Documents object folder named Output Attachments.
- C. Add the PDF as a required Additional Document on the Quote Template.
- D. Create an HTML Template Content record for the PDF and include it in a Template Section.

**Answer: C**

Explanation:

Simplification Method:

\* By adding the PDF as a required Additional Document in the Quote Template, Salesforce CPQ ensures the PDF is automatically included with each generated Quote.

Steps to Configure:

- \* Navigate to the Quote Template.
  - \* Add the PDF file under the Additional Documents section.
  - \* Mark it as required for automatic inclusion.
- Salesforce CPQ Reference:
- \* The Additional Documents feature simplifies document management in Quote Templates .

### NEW QUESTION # 59

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of \$1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Non-Discountable to True on the Product record.
- B. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- C. Set Pricing Method to Block on the Product record.
- D. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- E. Set Pricing Method to Fixed Price on the Product record.

**Answer: A,B,C**

Explanation:

Requirement:

\* Use fixed pricing for quantity tiers without additional discounts.

Solution Steps:

\* B: Marking the product as Non-Discountable prevents additional discounts.

\* D: Set the Pricing Method to Block to define fixed prices per quantity tier.

\* E: Create Block Pricing records to define fixed prices for each quantity tier (e.g., 1-5 licenses = \$1,000).

Why Other Options Are Incorrect:

\* A: Fixed Price is not suitable for tiered pricing.

\* C: Slab Discount Schedules are not used for block pricing.

Salesforce CPQ Reference:

\* Tiered and Block Pricing setups are detailed in Pricing Configuration .

### NEW QUESTION # 60

Universal containers 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. Create a price Rule that applies the 25% discount when the product is added as part of the bundle.
- B. Set Discount by package to TRUE on the Product Option for the bundle.
- C. Set the option discount ((%field on the product feature for the bundle.
- D. Set the option Discount (%) field on the product option for the bundle.

**Answer: A,B**

### NEW QUESTION # 61

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