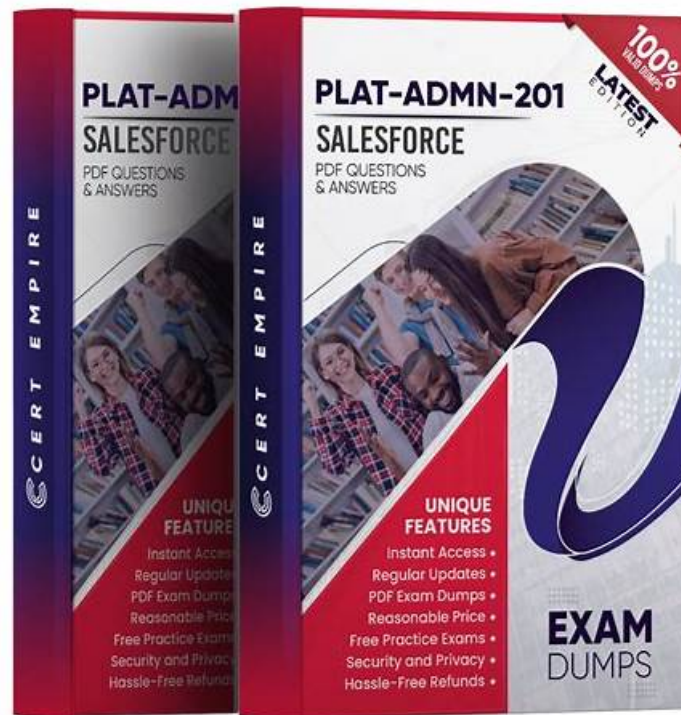# Latest Sales-Admn-202 Test Format | Pass Sales-Admn-202 Test Guide

Our Salesforce Exam Questions greatly help Salesforce Certified CPQ Administrator (Sales-Admn-202) exam candidates in their preparation. Our Salesforce Sales-Admn-202 practice questions are designed and verified by prominent and qualified Salesforce Certified CPQ Administrator (Sales-Admn-202) exam dumps preparation experts. The qualified Salesforce Certified CPQ Administrator (Sales-Admn-202) exam questions preparation experts strive hard and put all their expertise to ensure the top standard and relevancy of Sales-Admn-202 exam dumps topics.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	• 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.
Topic 3	• 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 4	• 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.

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Salesforce Sales-Admn-202 is a certification exam to test IT expertise and skills. If you find a job in the IT industry, many human resource managers in the interview will reference what Salesforce related certification you have. If you have Salesforce Sales-Admn-202 Certification, apparently, it can improve your competitiveness.

Salesforce Certified CPQ Administrator Sample Questions (Q121-Q126):

NEW QUESTION # 121
A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal Opportunity and uses the New button from the Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True. What are two ways a sales user should generate an accurate Renewal Quote?

- A. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.
- B. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.
- C. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote relatedlist.
- D. Clone the original Quote and update Quote Type to Renewal.

Answer: A,B

Explanation:
Requirement Overview:
* Ensure the Renewal Quote is accurate and includes all renewable products from the original Contract.
Solution:
* C. Renewal Quoted Checkbox:
* Select the Renewal Quoted checkbox on the Contract to generate Renewal Quotes automatically.
* D. Renew Contracts Button:
* Use the Renew Contracts button from the Account's Contract Related List to create Renewal Quotes directly.
Steps to Configure:
* Ensure the Contract is active and associated with the correct Account.
* Use either the Renewal Quoted checkbox or the Renew Contracts button to generate Renewal Quotes.

NEW QUESTION # 122
A user has created an Amendment Quote. Opportunity Product records were created for only some Quote Lines.
What are two reasons that could explain this behavior?
Choose 2 answers

- A. The Exclude from Opportunity checkbox on the Product has been set to TRUE.
- B. The Price Book Entry of the Product has been set to Inactive.
- C. Opportunity Products are only created for Quote Lines with a Net Total that Is different than 0.
- D. The Disable Initial Quote Sync has been set to TRUE in the Installed Package Settings.

Answer: A,C

Explanation:
Issue Context:
* Not all Quote Lines are generating Opportunity Product records during the Amendment process.
Possible Causes:
* A. Net Total = 0:
* Salesforce CPQ does not create Opportunity Products for Quote Lines with a Net Total of zero.
* D. Exclude from Opportunity:
* If the Product has the Exclude from Opportunity checkbox set to TRUE, it prevents Opportunity Product creation.
Steps to Investigate:
* Verify the Net Total of the Quote Lines.
* Check the Product configuration for the Exclude from Opportunity setting.
Validation:

* Update the relevant fields and test the Amendment process to ensure all eligible Quote Lines generate Opportunity Products.

NEW QUESTION # 123

What are two ways Salesforce CPQ Advanced Approvals support obtaining apprgvat from a group in a single Approval Steps?
Choose 2 answers

- A. Smart Approvals can exclude group members below the approval threshold.
- B. Approval must be obtained from one group member at a time.
- C. Any group member may approve.
- D. All group members most approve.

Answer: C,D

Explanation:
Approval Scenarios in Advanced Approvals:Salesforce CPQ Advanced Approvals allows flexible approval processes, including the ability to handle group approvals within a single step.
Key Features:
* Any group member may approve: If this option is configured, approval from one group member is sufficient to move the approval step forward.
* All group members must approve: When this option is selected, every group member must approve the request before the step can proceed.
Configuration Steps:
* Navigate to the Approval Rule and ensure that the Approval Chain or Approval Step is configured to support group-based logic.
* Specify the behavior for the group in the Approval Step Settings.
Use Cases:
* Use "Any group member may approve" for time-sensitive scenarios.
* Use "All group members must approve" for critical approvals that require consensus.

NEW QUESTION # 124

The sales manager at Universal containers wants to ensure that bundles:
* Cannot be reconfigured when a Renewal Quote is created.
* Allow sales reps to configure bundles only on new or amendment quotes.
What should the CPQ specialist co to meet these requirements?

- A. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is not equal to "Renewal".
- B. Ensure SBQQ__ReconfigurationDisabled__c is set to TRUE on the Bundle product.
- C. Create a Custom Action Condition on the Reconfigure Line custom action where SBQQ__Type__c is equal to "Renewal".
- D. Ensure SBQQ__ReconfigurationDisabled__c is set to "Disabled" on the Bundle product.

Answer: A

Explanation:
Requirement Overview:
* Prevent bundles from being reconfigured in Renewal Quotes while allowing configuration during new or amendment Quotes.
Solution:
* Use a Custom Action Condition to control when the Reconfigure Line action is available.
* Set the condition to exclude Renewal Quotes (SBQQ__Type__c != "Renewal").
Steps to Configure:
* Navigate to the Custom Action Condition related to the Reconfigure Line action.
* Set the condition criteria to ensure the action is only available for non-Renewal Quotes.
Validation:
* Test by creating Renewal, New, and Amendment Quotes and verifying the Reconfigure Line action behaves as expected.

NEW QUESTION # 125

The Edit Lines Field Set Name special field on the Quote object references a Field Set that directly controls which characteristic of

the Quote Line Editor?

- A. The fields that appear in the Quote Line Drawer.
- B. The Quote Line fields that are visible.
- C. The Quote fields that may be edited.
- D. The fields that trigger a calculation event to occur.

Answer: B

Explanation:
Requirement Overview:
* Control the visibility of fields in the Quote Line Editor.
Solution:
* The Edit Lines Field Set Name special field on the Quote object references the field set used to control which Quote Line fields are visible in the editor.
Steps to Configure:
* Navigate to the Field Set on the Quote Line object.
* Add or remove fields from the field set referenced in the Edit Lines Field Set Name field.
Validation:
* Test the Quote Line Editor to ensure only the configured fields are visible.

NEW QUESTION # 126

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