2026 Sales-Admn-202 Pass4sure Study Materials | Valid Salesforce Certified CPQ Administrator 100% Free Exam Success

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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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 3	• 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 4	• 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.

Exam Sales-Admn-202 Success, Sales-Admn-202 Exam Study Solutions

TestPassKing provides you with tri-format prep material compiled under the supervision of 90,000 Salesforce professionals from around the world that includes everything you need to pass the Salesforce Sales-Admn-202 Exam on your first try. The preparation material consists of a PDF, practice test software for Windows, and a web-based practice exam. All of these preparation formats are necessary for complete and flawless preparation.

Salesforce Certified CPQ Administrator Sample Questions (Q151-Q156):

NEW QUESTION # 151
Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as- is, but want the ability to change the configuration if desired.
What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- D. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.

Answer: B

Explanation:
* Understanding the Requirement:
* Universal Containers wants a bundle with pre-selected Product Options.
* Sales reps should mostly leave the default configuration as-is but need the flexibility to make changes when required.
* Salesforce CPQ Feature Overview:
* Configuration Type:
* Determines whether sales reps can modify the configuration of a bundle product.
* Setting it to Allowed permits the flexibility to configure without mandating it.
* Configuration Event:
* Defines when the bundle configurator is accessible.
* Setting it to Edit prevents the configurator from opening automatically but allows sales reps to access it by clicking the "Reconfigure" link.
* Configuration Steps:
* Navigate to the Bundle Product record in Salesforce CPQ.
* Set the Configuration Type field to Allowed. This ensures the configurator is optional and not enforced.
* Set the Configuration Event field to Edit. This enables the configurator to be accessible only upon user action.
* Key Behaviors:
* With these settings, sales reps can use the default configuration but still make changes if needed by accessing the configurator manually.
* The "Reconfigure" link in the quote line becomes available for editing.
* Testing and Validation:
* Add the bundle to a Quote.
* Verify that the configurator does not open automatically.
* Check that the "Reconfigure" link is accessible on the Quote Line for editing options.
References:
This solution is aligned with Salesforce CPQ documentation on managing bundle configurations and providing sales reps with flexible configuration options.

NEW QUESTION # 152

Universal Containers only sells lid Products as part of a container Product. The admin wants to hide all lid Products from Product Selection.

How should the admin set up lid Products?

- A. Check the Hidden checkbox.
- B. Set the Product Family value to Accessory.
- C. Check the Component checkbox.
- D. Include lid Products in the description of container Products.

Answer: A

Explanation:
Requirement Overview:
* Universal Containers wants to hide lid Products from the Product Selection screen since they are only sold as part of a container Product.
Solution:
* By selecting the Hidden checkbox on the lid Product record, the Product is removed from the Product Selection page while remaining available within bundles.
Steps to Configure:
* Navigate to the Product Record for each lid Product.
* Select the Hidden checkbox.
* Save the changes.
Validation:
* Verify that the lid Products no longer appear on the Product Selection screen but remain accessible as part of their parent container bundles.

NEW QUESTION # 153

Universal Containers must be able to create Quotes that contain Quote Lines with different Start Dates. Order Products must be separated into Orders after generation based in the Start Dates.

How can a CPQ Specialist meet this business requirement?

- A. Set the Order By picklist on the Quote to SBQQ__StartDate__c, and the Ordered checkbox to True.
- B. Separate Quotes must be created for each unique Start Date.
- C. Set both the Order by Quote Line Group and Ordered checkboxes to True.
- D. Change Default Order Start Date in CPQ Package settings to Quote Start Date.

Answer: A

Explanation:
* Business Requirement Context:
* Universal Containers needs the ability to split Orders by the Start Dates of the Quote Lines.
* Each Order generated will correspond to a unique Start Date.
* Key Salesforce CPQ Features:
* Order By Field: This field on the Quote allows CPQ specialists to specify the criteria for splitting orders. By selecting the SBQQ__StartDate__c field, orders will be created based on the Start Dates of Quote Lines.
* Ordered Checkbox: Setting this to True ensures that the Quote Lines are converted into Orders during the ordering process.
* Step-by-Step Configuration:
* Navigate to the Quote in Salesforce CPQ.
* Locate the Order By picklist field and set its value to SBQQ__StartDate__c. This ensures Quote Lines are grouped by their Start Dates for Order generation.
* Check the Ordered checkbox on the Quote to mark it ready for Order generation.
* Expected Outcome:
* When the Orders are generated, CPQ will create separate Order records for each unique Start Date present in the Quote Lines.
* Validation and Testing:
* Create a Quote with multiple Quote Lines having different Start Dates.
* Process the Quote through the Ordering process to verify separate Orders are created for each Start Date.
References:
This approach is aligned with Salesforce CPQ's guidelines for managing multi-start date Orders and can be verified under "Guidelines for Splitting Orders" in the official Salesforce CPQ documentation.

NEW QUESTION # 154

An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, 9nd aero emor messages are displayed.

Which three reasons explain why these Products failed to create Opportunity Products?

Choose 3 srewers

- A. Exclude ffor Opportunity is checked on die Product record.
- B. Some Products we missing Rice Book Entries.
- C. Only Products with an EFfectrve Quantity greater than or less than zero syfK to the Opportunity-
- D. Q Validation Rules on the Opportunity Product silently fail.D, Only Products with a price greater than zero sync to the Opportunity,

Answer: A,C,D

Explanation:

Issue Analysis:

* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.

Reasons for Failure:

* B: Products with an Effective Quantity of zero are excluded from syncing.

* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.

* D: Products with a price of zero do not sync by default.

Why Other Options Are Incorrect:

* A: Missing Price Book Entries prevent quoting entirely, not syncing issues.

* E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.

Salesforce CPQ Reference:

* CPQ guidelines for syncing Quote Lines to Opportunity Products .

NEW QUESTION # 155

Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.

How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A. Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- B. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.
- C. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.
- D. Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFietdSetName on the Quote object that returns the appropriate field set the user's profile.

Answer: B

Explanation:

Requirement:

* Different profiles need to see distinct sets of fields in the Quote Line Editor.

Solution:

* Create two field sets on the Quote Line object, one for each profile.

* Use a text formula field named EditLinesFieldSetName on the Quote object to dynamically return the appropriate field set name based on the user's profile.

Why Other Options Are Incorrect:

* A & B: Field sets must be created on the Quote Line object, not the Quote object.

* D: This duplicates C but introduces a typo or incorrect description in the explanation.

Salesforce CPQ Reference:

* Field set configurations for the Quote Line Editor are detailed in CPQ Field Configuration Documentation .

NEW QUESTION # 156

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