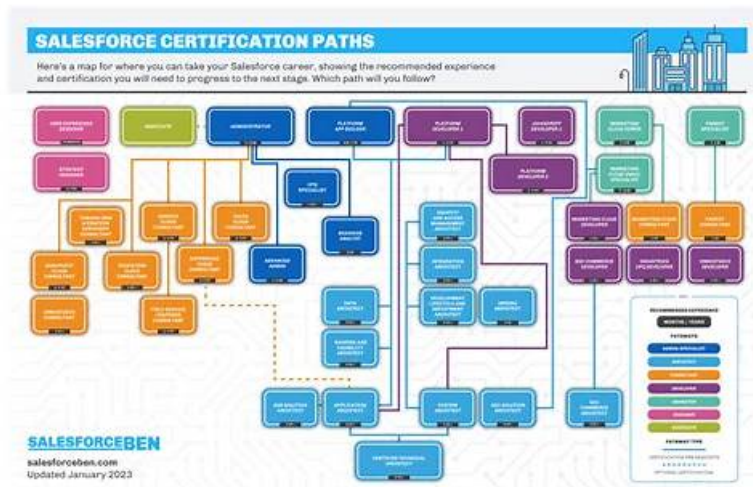


Authoritative Reliable Sales-Admn-202 Test Notes to Obtain Salesforce Certification



These Salesforce Sales-Admn-202 exam questions give you an idea about the final Salesforce Sales-Admn-202 exam questions formats, exam question structures, and best possible answers, and you will also enhance your exam time management skills. Finally, at the end of Salesforce Sales-Admn-202 Exam Practice test you will be ready to pass the final Salesforce Sales-Admn-202 exam easily. Best of luck in Salesforce Salesforce exam and professional career!!!

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">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 2	<ul style="list-style-type: none">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 3	<ul style="list-style-type: none">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	<ul style="list-style-type: none">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 Practice Exam Software For Windows Users

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Salesforce Certified CPQ Administrator Sample Questions (Q152-Q157):

NEW QUESTION # 152

Universal Containers has a Product that requires a price of USD 100 and EUR 95 in the 2019 Price Book. When the Product is selected under a bundle, the price should be included as part of the bundle. How should the Admin meet this requirement?

- **A. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Bundled field to True.**
- B. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the Selected field to True.
- C. Change the Price Book Entries for the Product in the 2019 Price Book to 100 USD and 95 EUR. On the Product Option, set the System field to True.
- D. Create a Product Option record and set the Unit Price field to 100 and the Currency field to USD. Create a Product Option record and set the Unit Price field to 95 and the Currency field to EUR. On both Product Option records, set the Required field to True.

Answer: A

Explanation:

* Requirement Overview:

* A product priced at 100 USD and 95 EUR needs to be included as part of a bundle.

* Solution:

* Bundled Products: Setting the Bundled field to True ensures the product is included in the bundle's total price.

* Configure the Price Book Entries with the required prices for the respective currencies.

* Steps to Configure:

* Navigate to the Product in the 2019 Price Book.

* Set 100 USD and 95 EUR as the Price Book Entries.

* On the Product Option, mark the Bundled field as True.

* Validation:

* Test the bundle by adding it to a Quote and verifying the correct pricing behavior.

NEW QUESTION # 153

Universal Containers has four Price Rules with different Calculator Evaluation Events and Evaluation Orders. Which rule will evaluate first?

- **A. Rule B with Evaluation Order of 20, and Calculator Evaluation Event of On Initialization**
- B. Rule D with Evaluation Order of 5, and Calculator Evaluation Event of On Calculate
- C. Rule C with Evaluation Order of 20, and Calculator Evaluation Event of Before Calculate
- D. Rule A with Evaluation Order of 10, and Calculator Evaluation Event of Before Calculate

Answer: A

Explanation:

Evaluation Order Logic:

* Calculator Evaluation Events determine when a rule is executed:

* On Initialization: Executes before other events.

* Before Calculate: Executes before the calculation phase.

* On Calculate: Executes during the calculation phase.

* Evaluation Order: Within the same event phase, rules execute based on their Evaluation Order (lower numbers execute first).

Why Rule B Executes First:

* Rule B uses the On Initialization event, which precedes all other events, regardless of the Evaluation Order.

Why Other Options Are Incorrect:

* A, B, and C: Rules with Before Calculate or On Calculate events execute after On Initialization.

Salesforce CPQ Reference:

* Pricing rule evaluation is covered in the CPQ Pricing Logic Guidelines .

NEW QUESTION # 154

Universal Containers sells a total of 100 Products. There are 80 Products that are generally available for selection by all users (General Access). The remaining 20 Products should only be available to a certain group of users (Special Access). Which Product Selection and Price Book strategy should the admin utilize to meet the requirements?

- A. A Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with all 100 Products. Use Guided Selling to assign the appropriate Price Book based on the level of User access.
- B. Create one Price Book that contains all 100 Products. Create a custom Product field to designate General Access and/or Special Access. Utilize Hidden Search Filters to support dynamic Product visibility based on the level of User access.
- C. Create one Price Book that contains all 100 Products. Create a Validation Rule on the Quote object to prevent selection of a Special Access Product based on the level of User access.
- D. Create two Price Books: one General Access Price Book with the 80 generally available Products, and one Special Access Price Book with the 20 Special Access Products. Create automation to populate the appropriate Price Book ID into the SBQQ__QuotePricebookId__c on the Opportunity.

Answer: A

Explanation:

Requirement:

* Provide 80 products for general access while restricting access to 20 special products for a specific user group.

Solution:

* Two Price Books:

* General Access Price Book: Includes only the 80 products available to all users.

* Special Access Price Book: Includes all 100 products for users with elevated access.

* Guided Selling: Dynamically assigns the appropriate Price Book based on user access level, ensuring visibility is controlled.

Salesforce CPQ Reference:

* The Price Book strategy with Guided Selling is detailed in the Product and Price Configuration guidelines .

NEW QUESTION # 155

Universal Container (UC) has a required Configuration Attribute for color on all containers it sells. UC wants to display the Color of the containers in the output document.

On which objects will the Admin need to create the Color field to meet this requirement?

- A. Product, Product Option.
- B. Product Option, Quote Line.
- C. Quote Line, Asset.
- D. Product, Quote Line.

Answer: B

Explanation:

Requirement:

* The Color of containers (a Configuration Attribute) must be displayed in the output document.

Solution:

* Create a Color field:

* On Product Option: Captures the color selection during configuration.

* On Quote Line: Ensures the selected color is carried forward to the quote document.

Why Other Options are Incorrect:

* B, D: These options do not account for both configuration and quote visibility requirements.

* C: The Product object alone cannot store configuration-specific selections like color.

Salesforce CPQ Reference:

* Configuration Attributes and their linkage to Quote Lines are documented in CPQ guidelines .

NEW QUESTION # 156

An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:

□ If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

- A. \$5.00
- B. \$17.50
- C. \$25.00
- D. \$37.50

Answer: C

Explanation:

Bundle Configuration:

* Small Storage Container (Option 1): $\$2.00 \times 10 = \20.00

* Shipping (Option 4): \$7.50 (bundled).

* Other Options (Option 2 and Option 3):

* Medium Storage Container: Not selected.

* Custom Box Label: Not selected.

Calculation:

* Bundle Parent Product Price: \$5.00

* Total Price: \$5.00 (bundle) + \$20.00 (Option 1) + \$7.50 (Option 4) = \$25.00 Why Other Answers Are Incorrect:

* A: Ignores bundled Option 4 price.

* C: Includes non-selected options in the total.

* D: Excludes all Option prices, which is inaccurate.

Salesforce CPQ Reference:

* Bundling logic and pricing are covered under Bundle Configuration Guidelines .

NEW QUESTION # 157

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