

# Examcollection Sales-Admn-202 Questions Answers | Sales-Admn-202 New Dumps Book

## **ACC 202 EXAM STUDY SHEET 2026 FULL SOLUTION GUARANTEED TO PASS**

➤ Perpetual terms on journal entry. Answer: Inventory instead of purchases

Inventory instead of freight in

➤ Periodic terms in JE. Answer: Purchases instead of inventory

Freight in instead of inventory

Equipment is equipment

➤ periodic inventory system. Answer: An inventory system in which a company does not maintain detailed records of goods on hand throughout the period and determines the cost of goods sold only at the end of an accounting period.

➤ FOB. Answer: free on board

➤ FOB destination. Answer: Freight terms indicating that ownership of goods remains with the seller until the goods reach the buyer.

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## **Salesforce Sales-Admn-202 Exam Syllabus Topics:**

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>

Topic 2	<ul style="list-style-type: none"> <li>• <b>Products:</b> 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.</li> </ul>
Topic 3	<ul style="list-style-type: none"> <li>• <b>Pricing:</b> 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.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>• <b>Quote Templates:</b> 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.</li> </ul>
Topic 5	<ul style="list-style-type: none"> <li>• <b>CPQ Platform:</b> 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.</li> </ul>
Topic 6	<ul style="list-style-type: none"> <li>• <b>Product Selection:</b> 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.</li> </ul>
Topic 7	<ul style="list-style-type: none"> <li>• <b>Orders, Contracts, Amendments, and Renewals:</b> 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.</li> </ul>

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## Salesforce Certified CPQ Administrator Sample Questions (Q191-Q196):

### NEW QUESTION # 191

The admin at Universal Containers receives a report from a user that checking the Contracted box on an Opportunity with a single Product fails to result in a Contract.

What are two possible reasons a Contract is unable to be created?

Choose 2 answers

- A. The Opportunity must have a Primary Quote associated to it.
- B. The Subscription Pricing field on the Product is One-time
- C. The Subscription Pricing field on the Product is blank.
- D. The Subscription Conversion Behavior field on the Product is set to None.

**Answer: A,D**

Explanation:

Issue:

\* Contract creation fails when the Contracted checkbox is checked on an Opportunity.

Possible Causes:

- \* A: If the Subscription Conversion Behavior is set to None, the product is not converted into a Subscription, preventing the Contract from being created.
  - \* B: The Opportunity requires a Primary Quote to generate a Contract, as the Contract details are derived from the Quote.
- Why Other Options Are Incorrect:
- \* C: If the Subscription Pricing field is blank, the product is treated as non-subscription but does not prevent Contract creation.
  - \* D: Products with Subscription Pricing = One-time are not converted to Subscriptions, but they do not block Contract creation.
- Salesforce CPQ Reference:
- \* Contract creation requirements and behaviors are documented under CPQ Subscription Management Guidelines .

### NEW QUESTION # 192

In what way does Smart Approvals expedite the approval process?

- **A. Rejected quotes that are resubmitted within previously approved values go directly to the person who rejected.**
- B. Quotes with multiple steps in the approval chain go directly to the highest approver required.
- C. Quotes within defined thresholds will be automatically approved.
- D. Approving a quote will auto-approve any lesser-discount quotes related to the same opportunity.

**Answer: A**

Explanation:

Smart Approvals Overview:

\* Salesforce CPQ's Smart Approvals streamline the approval process by re-evaluating previously approved records to avoid redundant approvals.

Rejected Quotes Resubmission:

\* If a quote is rejected, and the user resubmits it without exceeding previously approved values, it bypasses the full approval chain and is sent directly to the person who rejected it.

\* This functionality minimizes unnecessary delays and ensures efficient quote handling.

Documentation Alignment:

\* Smart Approvals Configuration and behavior as outlined in CPQ guidelines ensure approval efficiency .

### NEW QUESTION # 193

Universal Containers (UC).utilizes bundles to sell hardware and related accessories together as a package.

Several of the accessories are component-type Options, with quantities dependent on the hardware. UC wants to begin using split Orders to manage a fulfillment process, with Orders broken out based on when items are shipped to the customer.

What should UC consider before implementing split Orders ?

- A. The hardware bundle and component-type Options can be split manually.
- B. The hardware bundle and component-type Options must be placed in the same Order together.
- **C. The hardware bundle and component-type Options can be split into separate Orders without preserving the bundle structure.**
- D. The hardware bundle and component-type Options can be split using the Order By field.

**Answer: C**

Explanation:

Requirement Overview:

\* Universal Containers wants to use split Orders to manage fulfillment by separating items based on their shipping schedules.

Key Considerations:

\* Component-type Options: When splitting Orders, component-type Options are treated independently and can be split into different Orders.

\* Bundle Structure: Splitting Orders does not maintain the bundle structure, meaning the parent-child relationships of the bundle are not preserved in the split Orders.

Steps to Configure:

\* Ensure that the Order by Quote Line Group field or a custom grouping field is used to facilitate splitting the Orders based on shipment schedules.

Validation:

\* Test the split Order functionality by creating a Quote with a hardware bundle and ensuring that the bundle and components can be split appropriately.

#### NEW QUESTION # 194

"UC sells a bundle with multiple options. An Admin wants to allow the user the ability to choose options and define quantity during bundle configuration.

Which three values for Configuration Type will meet this requirement?

- A. Required
- B. Disabled
- C. Configurable
- D. Allowed
- E. None

**Answer: A,D,E**

Explanation:

Requirement:

\* Allow users to choose options and define quantities during bundle configuration.

Configuration Types:

\* None (A): Users can freely choose options and set quantities.

\* Allowed (C): Users can choose options and optionally set quantities.

\* Required (E): Users must configure the options and define quantities.

Why Other Options Are Incorrect:

\* B: Configurable is not a valid value for the Configuration Type field.

\* D: Disabled prevents any configuration, which contradicts the requirement.

Salesforce CPQ Reference:

\* Configuration Types are documented under Bundle Configuration Guidelines .

#### NEW QUESTION # 195

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 application the 25% discount when the product is added as part of the bundle.
- B. Set Discounted by Package to TRUE on the Product Option for the bundle.
- C. Set the Option Discount (H) field on the Product Option for the bundle.
- D. Set the Option Discount (%) field on the Product Feature for the bundle.

**Answer: A,B**

Explanation:

Requirement:

\* Automatically apply a 25% discount to a specific Product Option within a bundle.

Solution:

\* Option C: The Discounted by Package field ensures that the Product Option inherits discounts applied to the bundle as a whole.

\* Option D: A Price Rule specifically targeting this Product Option can enforce the 25% discount when it is added to the bundle.

Why Other Options Are Incorrect:

\* A: The Option Discount (%) field on the Product Feature applies discounts to all options, not just a specific one.

\* B: The Option Discount (%) field on the Product Option does not dynamically apply discounts based on specific scenarios.

Salesforce CPQ Reference:

\* Configuration and discounting for bundles and Product Options are documented under Bundle Pricing Configuration Guidelines .

#### NEW QUESTION # 196

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