

# Exam Salesforce Sales-Admn-202 Objectives Pdf | Latest Sales-Admn-202 Exam Cost



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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 2	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 3	<ul style="list-style-type: none"><li>• 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.</li></ul>

Topic 4	<ul style="list-style-type: none"> <li>• <b>Bundle Configurations:</b> 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 5	<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 6	<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>

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## Latest Sales-Admn-202 Exam Cost, Sales-Admn-202 Test Cram Review

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### Salesforce Certified CPQ Administrator Sample Questions (Q50-Q55):

#### NEW QUESTION # 50

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 text 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 text 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 EditLinesFieldSetName 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 # 51

Universal Containers has a product that can either be sold In increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually?

Choose 2 answers

- A. Set the product up to use the Renewable value in the Subscription Type field.
- B. Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- C. Expose the Default Subscription Term field in the Quote Line Editor, allowing the sales reps to choose between selling monthly or annually.
- D. Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.

**Answer: B,C**

Explanation:

Requirement Overview:

\* A product needs to support both renewable subscriptions (annual) and evergreen subscriptions (monthly, lasting perpetually).

Solution:

\* C. Renewable/Evergreen: Set the Subscription Type field to Renewable/Evergreen to support both behaviors.

\* D. Default Subscription Term: Allow sales reps to define whether the subscription is sold monthly or annually by exposing the Default Subscription Term field in the Quote Line Editor.

Steps to Configure:

\* Navigate to the Product Record.

\* Set the Subscription Type to Renewable/Evergreen.

\* Add the Default Subscription Term field to the Quote Line Editor Field Set.

Validation:

\* Confirm that sales reps can toggle between selling the product monthly or annually.

#### NEW QUESTION # 52

"UC Admin wants to prevent a Quote Term from being edited by non-admin users. What should the Admin do to meet this requirement?"

- A. On the Quote Term record, check the Locked checkbox.
- B. On the Quote Term object, make the Object Read-Only
- C. On the Quote Term record, check the Read-Only checkbox.
- D. On the User Profile, make the object Read-Only."

**Answer: A**

Explanation:

Requirement Overview:

\* Prevent non-admin users from editing a specific Quote Term.

Key Configuration:

\* The Locked checkbox on a Quote Term record ensures that the term is non-editable for all users except admins.

Steps to Implement:

\* Navigate to the Quote Term record.

\* Check the Locked checkbox.

\* Save and test by logging in as a non-admin user to confirm editing is disabled.

#### NEW QUESTION # 53

An admin has created a validation Product Rule that must display an error message upon clicking Save if a Product Option is selected while a Configuration Attribute is set to a specific value. When the user chooses the Product Option, then sets the Configuration Attribute to the specific value. The error message appears before Save is clicked.

What can the admin change on the Product Rule or Configuration Attribute to ensure the error message only appears upon clicking Save?

- A. Change the Configuration Attribute field Apply Immediately to False.
- B. Change the Product Rule field Evaluation Event to Save.
- C. Add a Product Rule Error Condition to check if Evaluation Action = Save.
- D. Change the Product Option field Apply Immediately to True.

**Answer: A**

Explanation:

Issue:

\* The validation error message appears immediately after a user sets a specific value in the Configuration Attribute, even before saving.

Solution:

\* Setting Apply Immediately to False ensures that changes in Configuration Attributes do not trigger immediate validations. Instead, validations occur only upon clicking Save.

Why Other Options Are Incorrect:

\* A: Evaluation Action does not exist as a field for Product Rule Error Conditions.

\* C: Changing the Apply Immediately field for Product Options does not affect the Configuration Attribute's behavior.

\* D: Setting Evaluation Event to Save applies to the rule's scope but does not address Configuration Attribute settings.

Salesforce CPQ Reference:

\* Configuration Attribute Settings are explained in CPQ Configuration Attribute documentation .

#### NEW QUESTION # 54

An admin wants to map Configuration Attribute values to Quote Lines that are for parent bundle products only. The fields are set up to correctly map between Quote Lines and Product Options.

Which setup will ensure this condition is met?

- A. On the child options. Apply Immediately is False and Apply Immediately Context is Always.
- **B. On the bundled parent. Apply to Product Options is False.**
- C. On the Configuration Attribute. Apply to Product Options is False.
- D. On the Configuration Attribute. Auto-Select is False.

**Answer: B**

Explanation:

Requirement:

\* Ensure Configuration Attribute values are mapped only to parent bundle Quote Lines, not child Product Options.

Solution:

\* Setting Apply to Product Options to False on the parent bundle ensures the Configuration Attribute's value is mapped only to the parent Quote Line.

Why Other Options Are Incorrect:

\* A: Changing Apply Immediately settings for child options does not control parent-quote mapping.

\* B: Auto-Select = False does not relate to mapping Configuration Attributes.

\* C: Apply to Product Options must be set on the parent bundle, not the Configuration Attribute itself.

Salesforce CPQ Reference:

\* Configuration Attributes Mapping Behavior is detailed in CPQ Bundling Configuration Guidelines .

#### NEW QUESTION # 55

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