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Quiz 2026 Sales-Admn-202: Authoritative Salesforce Certified CPQ Administrator Free Dumps

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Salesforce Certified CPQ Administrator Sample Questions (Q133-Q138):

NEW QUESTION # 133
The admin wants to ensure that within one bundle, either Product A or Product B can be added to the Quote.
During configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the Quote rather than Product B.
Which setup should the admin use to meet these requirements?

- A. A Product Selection Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a Product Action will remove Product B. Most Voted
- B. A Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.
- C. A Product Alert Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.
- D. A Product Selection Rule with a higher Evaluation Order where the Product Action removes Product A when Product B is

chosen, and a second Product Selection Rule with a lower Evaluation Order which removes Product B when Product A is chosen.

Answer: A

Explanation:
* Understanding the Requirement:
* Within a bundle, Products A and B must be mutually exclusive, allowing the user to select either but not both.
* If both products are selected, the system should automatically remove Product B and retain Product A.
* Optimal Salesforce CPQ Solution:
* Product Selection Rule:
* This rule dynamically evaluates conditions and executes actions, such as adding or removing products.
* It is suitable for automating the removal of conflicting products based on user selections.
* Summary Variables:
* Used to check if both products are selected during configuration.
* Implementation Steps:
* Step 1: Create a Product Rule:
* Navigate to Product Rules in Salesforce CPQ.
* Create a new rule with the following settings:
* Type: Selection
* Evaluation Event: Always
* Scope: Product
* Step 2: Define Error Conditions:
* Add two Error Conditions to evaluate if both Product A and Product B are selected:
* Error Condition 1: Check if Product A is selected using a Summary Variable.
* Error Condition 2: Check if Product B is selected using a Summary Variable.
* Step 3: Configure Product Action:
* Add a Product Action to Remove Product B if both Error Conditions are true.
* Ensure the rule prioritizes retaining Product A over Product B.
* Rationale for Option A:
* Option A is the most direct and efficient approach, leveraging Product Selection Rules to automatically enforce the requirement.
* Options C and D use alert or validation rules, which display messages and rely on user intervention, failing the requirement of automatic resolution.
* Option B introduces conflicting rules with differing evaluation orders, which can lead to complex and unpredictable behavior.
* Validation and Testing:
* Add the bundle to a Quote and configure it to select both Product A and Product B.
* Verify that Product B is automatically removed, and Product A is retained.
References:
Salesforce CPQ documentation highlights the effectiveness of Product Selection Rules for handling dynamic product configurations and resolving conflicts.

NEW QUESTION # 134
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 Configuration Attribute. Auto-Select is False.
- C. On the bundled parent. Apply to Product Options is False.
- D. On the Configuration Attribute. Apply to Product Options is False.

Answer: C

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 # 135

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.
How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- B. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.
- C. Create a Twin Field of the Square Footage field on the Quote Line object.
- D. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.

Answer: B

Explanation:
Requirement Overview:
* Sales reps want the Square Footage value on a Configuration Attribute to persist when renewing a Quote.
Twin Field Mechanism:
* Twin Fields ensure that data is retained and mapped between related objects.
* Creating Twin Fields on the Asset and Subscription objects allows the Square Footage value to be carried forward during renewals.
Steps to Configure:
* Create a custom field for Square Footage on the Asset and Subscription objects.
* Ensure the API names of these fields match the Configuration Attribute API name.
* Test the renewal process to confirm the value persists.
Validation:
* The Square Footage value should automatically populate in the renewal Quote without manual entry by the sales rep.

NEW QUESTION # 136

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of $1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	$1,000
6-10	$1,800
11-20	$3,000
21-50	$5,000
50+	$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Set Pricing Method to Block on the Product record.
- B. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- C. Set Non-Discountable to True on the Product record.
- D. Set Pricing Method to Fixed Price on the Product record.
- E. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.

Answer: A,C,E

Explanation:

Requirement:
* Use fixed pricing for quantity tiers without additional discounts.
Solution Steps:
* B: Marking the product as Non-Discountable prevents additional discounts.
* D: Set the Pricing Method to Block to define fixed prices per quantity tier.
* E: Create Block Pricing records to define fixed prices for each quantity tier (e.g., 1-5 licenses = $1,000).
Why Other Options Are Incorrect:
* A: Fixed Price is not suitable for tiered pricing.
* C: Slab Discount Schedules are not used for block pricing.
Salesforce CPQ Reference:
* Tiered and Block Pricing setups are detailed in Pricing Configuration .

NEW QUESTION # 137
An Admin is creating a Product Rule with an Advanced Condition.
How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. Value of the Condition # field.
- B. API name of the field in the Tested field.
- C. Salesforce ID of the Error Condition record.
- D. Value of the Index field.

Answer: D

Explanation:
Requirement Overview:
* Reference specific Error Condition records in the Advanced Condition field of a Product Rule.
Solution:
* Use the Index field value from the Error Condition record in the Advanced Condition formula.
Example:
* If the Index field value is 1 for a specific Error Condition, reference it as 1 in the Advanced Condition (e.g., 1 AND 2).

NEW QUESTION # 138
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