

Sales-Admn-202 Practice Test Engine | Valid Exam Sales-Admn-202 Blueprint

GOVT URDU HIGH SCHOOL KOHINOOR PAHAD TQ BASAVAKALYAN
9th STD SUMMATIVE ASSESSMENT -02 MARCH 2026
SUB:SCIENCE **TIME:3HRS15MIN** **MARKS:80**

PART-A PHYSICS

1x3=3

1. درج ذلیل سوالات کے پارچاہوں جواب دینے کے لئے ان میں سے کجھ اس کا تعلق کیجئے
 2. درج ذلیل میں دو ایسی گزینے کی میں
 3. درج ذلیل میں ایسی گزینے کی میں
 4. درج ذلیل میں دو ایسی گزینے کی میں
 5. درج ذلیل میں ایسی گزینے کی میں
 6. درج ذلیل میں ایسی گزینے کی میں
 7. درج ذلیل میں ایسی گزینے کی میں
 8. درج ذلیل میں ایسی گزینے کی میں
 9. درج ذلیل میں ایسی گزینے کی میں
 10. درج ذلیل میں ایسی گزینے کی میں
 11. درج ذلیل میں ایسی گزینے کی میں

1x2=2

4. انسانی کام کی کامیابی و مدت کی ترقی ہے
 5. کسی شے کا وزن 100N کیجئے جنکی کیسے 1Kg ہے
 6. پل کی تعمیر اور حفاظت کی کیجئے
 7. درج ذلیل سوالات کے جوابات کی کیجئے
 8. انسانی کام کی کامیابی کی کیجئے
 9. درج ذلیل سوالات کے جوابات کی کیجئے
 10. درج ذلیل سوالات کے جوابات کی کیجئے

2x2=4

4. پل کی تعمیر اور حفاظت کی کیجئے
 5. جو ایسی گزینے کی میں
 6. درج ذلیل سوالات کے جوابات کی کیجئے
 7. درج ذلیل سوالات کے جوابات کی کیجئے
 8. جو ایسی گزینے کی میں
 9. درج ذلیل سوالات کے جوابات کی کیجئے
 10. درج ذلیل سوالات کے جوابات کی کیجئے

3x3=9

4. جو ایسی گزینے کی میں
 5. درج ذلیل سوالات کے جوابات کی کیجئے
 6. درج ذلیل سوالات کے جوابات کی کیجئے
 7. درج ذلیل سوالات کے جوابات کی کیجئے
 8. جو ایسی گزینے کی میں
 9. درج ذلیل سوالات کے جوابات کی کیجئے
 10. درج ذلیل سوالات کے جوابات کی کیجئے

4x1=4

1. جو ایسی گزینے کی میں
 2. درج ذلیل سوالات کے جوابات کی کیجئے
 3. درج ذلیل سوالات کے جوابات کی کیجئے
 4. درج ذلیل سوالات کے جوابات کی کیجئے

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

NEW QUESTION # 191

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

Answer: A,C,D

Explanation:

Block pricing in Salesforce CPQ is used when a fixed price applies to a quantity range, as in this tiered pricing scenario (e.g., \$1,800 for 6-10 licenses). Option A sets the Pricing Method to "Block" on the Product, enabling this model. Option E involves creating Block Pricing records for each tier (e.g., 1-5 = \$1,000), defining the fixed prices. Option B (Non Discountable = True) ensures no further discounts apply, meeting the requirement. Option C (Fixed Price) applies a single price regardless of quantity, not tiered pricing. Option D (Slab Discount Schedule) is for percentage-based discounts, not fixed block prices. Salesforce CPQ documentation validates this setup for block pricing.

References: Salesforce CPQ Documentation - "Block Pricing" and "Pricing Methods".

NEW QUESTION # 192

Universal Containers (UC) maintains a large Product catalog with more than 500 Products. Ten Products from various Product Families are frequently requested and purchased by UC's customers and must be easy to find for users.

How should the admin meet the requirement?

- A. Create a Custom Action with Search Filters that targets the Product Selection page to show only the ten Products.
- B. Create a Custom Action that targets the Product Configuration page for a bundle that contains the ten Products.
- C. Set the Sort Order for each of the ten Product records to a numeric value that is greater than any other Product.
- D. Create a Global Action to clone a pre-made Quote containing the ten Products, and then refresh prices.

Answer: A

NEW QUESTION # 193

The sales team at Universal Containers wants more control over the Product Information that is displayed on the Quote Template output. Specifically, the team wants to stop displaying the Additional Discount column based on the needs of the transaction. How should an admin meet the requirement?

- A. Create a Special Field on the Quote object with the API Name of HideAdditionalDiscount__c and display it in the Quote Line Editor.
- B. Create a custom checkbox, Show_Discount__c, and reference it in the Conditional Print Field picklist for the Additional Discount Line Column.
- C. Create a custom field called HideAdditionalDiscount__c on the Template Section object, then create two Template Sections, one with HideAdditionalDiscount__c checked.
- D. Create two Quote Templates, one with Show Customer Discount as TRUE and another with Show Customer Discount as

FALSE.

Answer: B

Explanation:

Requirement:

- * Universal Containers wants to control whether the Additional Discount column appears on the Quote Template.

Solution:

- * By creating a custom checkbox field (Show_Discount__c), administrators can dynamically control the visibility of the Additional Discount column.

- * This checkbox is referenced in the Conditional Print Field of the Quote Template Line Column settings for the Additional Discount column.

Mechanism:

- * When the Show_Discount__c checkbox is TRUE, the column appears.

- * When FALSE, it does not display.

Salesforce CPQ Reference:

- * Conditional Print Field functionality in Quote Templates allows for dynamic content visibility based on field values .

NEW QUESTION # 194

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. Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- D. Set both the Order by Quote Line Group and Ordered checkboxes to True.

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 # 195

If a manager is taking a leave of absence, how can the admin using Advanced Approvals ensure that another manager will receive Approval requests during the period in which the original manager is absent?

- A. Create an Approval Rule with an Effective Start Date and Effective End Date spanning the absence.
Populate the Approver field of the rule with the substitute Approver, then add the rule to the existing Approval Chain as the first step.

- B. On the original manager's Approver record, set the Delegated Approver lookup field to reference a different manager's Approver record, and set the Delegation End field for the date of the original manager's return.
- C. Create a new Approver record, with the Group ID field set to the ID of a Public Group that contains all of the managers. On the original manager's Approver record, click the Replace button and select the new Approver record.
- D. On the original manager's Approver record, reference a different manager's Approver record in the Next Approver lookup field. Clear the Next Approver lookup field once the original manager returns from leave.

Answer: B

Explanation:

Requirement:

* Ensure approval requests are routed to a substitute manager during the original manager's absence.

Solution:

* The Delegated Approver lookup field on the Approver record allows the admin to specify a temporary approver.

* Setting the Delegation End field ensures the delegation automatically ends upon the original manager's return.

Why Other Options Are Incorrect:

* A: Using the Next Approver field for temporary delegation is not the intended functionality.

* B: Creating an Approval Rule with start and end dates is overly complex and unnecessary.

* D: Replacing the original Approver record risks permanent changes and is not recommended for temporary delegation.

Salesforce CPQ Reference:

* Delegated Approval Settings are documented under Advanced Approvals Configuration Guidelines .

NEW QUESTION # 196

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