

# Salesforce Certified CPQ Administrator test questions and dumps, Sales-Admn-202 exam cram



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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• Orders, Contracts, Amendments, and Renewals: 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>
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>• 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 4	<ul style="list-style-type: none"><li>• 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.</li></ul>
Topic 5	<ul style="list-style-type: none"><li>• Product Selection: 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 6	<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 7	<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>
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## >> Practical Sales-Admn-202 Information <<

### Sales-Admn-202 Practice Test Fee, Sales-Admn-202 Certification Dump

Salesforce Certified CPQ Administrator exam is one of the top-rated Salesforce Sales-Admn-202 Exams. This Salesforce Certified CPQ Administrator exam offers an industrial-recognized way to validate a candidate's skills and knowledge. Everyone can participate in Salesforce Certified CPQ Administrator exam requirements after completing the Salesforce Certified CPQ Administrator exam. With the Salesforce Certified CPQ Administrator exam you can learn in-demand skills and upgrade your knowledge. You can enhance your salary package and you can get a promotion in your company instantly.

### Salesforce Certified CPQ Administrator Sample Questions (Q45-Q50):

#### NEW QUESTION # 45

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30. In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

- A. Set the Conditional Print Field on the Line Column record.
- **B. Create a custom formula Indicating if the Payment Terms are Net 30.**
- **C. Include Monthly Price in the Quote Line Editor Field set.**
- D. Create an additional Line Items section without the Monthly Price field.

**Answer: B,C**

Explanation:

Universal Containers requires a dynamic approach to display the Monthly Price column on the Quote Document only when the Payment Terms field is set to "Net 30". Here's how to achieve this:

Step 1: Create a Monthly Price Line Column

\* Navigate to Quote Templates in Salesforce CPQ.

\* Select the relevant Quote Template.

\* In the Line Columns related list:

\* Create a new Line Column for "Monthly Price."

\* Configure the desired settings for how the Monthly Price should display in the PDF.

Step 2: Create a Custom Formula Field

\* Navigate to Setup > Object Manager > Quote.

\* Create a custom formula field (e.g., Show\_Monthly\_Price) on the Quote object:

\* Type: Formula (Checkbox).

\* Formula Logic: IF(Payment\_Terms\_\_c = "Net 30", TRUE, FALSE).

\* Replace Payment\_Terms\_\_c with the API name of the Payment Terms field.

This formula ensures the field returns TRUE only when Payment Terms equals "Net 30." Step 3: Configure Conditional Print Field on the Line Column

\* Return to the Quote Template and edit the Monthly Price Line Column.

\* Set the Conditional Print Field to Show\_Monthly\_Price.

\* This links the visibility of the Monthly Price column to the custom formula field you created.

Step 4: Validate in Quote Document

\* Generate a Quote Document for a Quote where Payment Terms are set to "Net 30."

\* The Monthly Price column should appear in the PDF.

\* Change the Payment Terms to a value other than "Net 30" and regenerate the document.

\* The Monthly Price column should not appear.

Step 5: Optional Enhancements

\* Discard Width When Hidden: In the Monthly Price Line Column, enable this setting to avoid column width adjustments when the column is hidden.

\* Test Across Use Cases: Validate across different Payment Terms to ensure robust behavior.

By using a combination of the Conditional Print Field and a custom formula field, Universal Containers can dynamically control the

visibility of the Monthly Price column.

#### NEW QUESTION # 46

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

- A. Product
- B. Segmented Product
- C. Contracted Price
- D. Product Option

**Answer: C,D**

Explanation:

Hierarchy of Discount Schedule Application: Salesforce CPQ applies Discount Schedules based on object precedence.

\* Contracted Price: Overrides Discount Schedules at the Product or Feature level when specific pricing agreements are in place for an Account.

\* Product Option: A Discount Schedule on a Product Option takes precedence over one defined at the Product Feature level.

Key Configurations:

\* Contracted Price: Navigate to the Contracted Price record and add the Discount Schedule.

\* Product Option: Assign the Discount Schedule on the Product Option record.

Validation:

\* Test configurations to confirm the Discount Schedule is applied at the appropriate level and overrides the Feature-level Discount Schedule.

#### NEW QUESTION # 47

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

**Answer: C**

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 # 48

The admin at Universal Containers wants to add some Maintenance and some Support products to the parent bundle. Maintenance and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the admin set up the bundle to meet both requirements?

- A. Create two Product Features: Maintenance and Support. The Maintenance Feature will always display first, due to alphabetical ordering.
- B. Create two Product Features: Maintenance and Support. The Support Feature should have a lower value in the Number field.
- C. Create two Product Options: Maintenance and Support. The Maintenance Option will always display first, due to

alphabetical ordering.

- D. Create two Product Options: Maintenance and Support. The Support Option should have a lower value in the Number field.

**Answer: B**

Explanation:

To display Maintenance and Support products in separate sections, the admin must create Product Features, as features define sections in the CPQ configurator. To control the order (Support above Maintenance), the

"Number" field on the Product Feature determines the sequence, with lower values appearing first. Option B correctly specifies two features (Maintenance and Support) and assigns a lower Number to the Support Feature, ensuring it displays above Maintenance. Option A relies on alphabetical ordering, which doesn't guarantee Support above Maintenance (e.g., "M" precedes "S"). Options C and D use Product Options, which don't create sections-only features do-and thus fail the separate-sections requirement. Salesforce CPQ documentation confirms feature ordering via the Number field.

References: Salesforce CPQ Documentation - "Product Features" and "Configuring Bundles".

#### NEW QUESTION # 49

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- A. Set the Product Family picklist on the Standard Warranty product's Product record to Services.
- B. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- C. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- D. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.

**Answer: C**

Explanation:

Requirement Overview:

\* Ensure the Standard Warranty (a Percent of Total product) generates an Order Product when a partial Order is created.

Solution:

\* When generating a partial Order, selecting a Shipping Container product triggers the automatic creation of a Standard Warranty Order Product, as the warranty is based on the container's Net Price.

Steps to Test:

\* Add a Shipping Container Quote Line and the Standard Warranty Quote Line to a Quote.

\* Create a partial Order, selecting the Shipping Container.

\* Verify that the Standard Warranty Order Product is generated.

#### NEW QUESTION # 50

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