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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	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.
Topic 2	Products: 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.
Topic 3	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.
Topic 4	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.

New Sales-Admn-202 Test Objectives, Minimum Sales-Admn-202 Pass Score

The second version is the web-based format of the Salesforce Certified CPQ Administrator (Sales-Admn-202) practice test. Browsers such as Internet Explorer, Microsoft Edge, Firefox, Safari, and Chrome support the web-based practice exam. You don't have to install excessive plugins or software to attempt this Salesforce Certified CPQ Administrator (Sales-Admn-202) practice test.

Salesforce Certified CPQ Administrator Sample Questions (Q197-Q202):

NEW QUESTION # 197

An admin has created a bundle with four Product Options for Products A, B, C, and D.

When configuring the bundle, the user should not be allowed to select both Product C and Product D at the time.

How should the admin set up Bundle A to accomplish this?

- **A. Create an Option Constraint and set Type = Exclusion.**
- B. Create an Option Constraint and set Type = Dependency
- C. Create a Product Feature and set both Min Options and Max Options to 4.
- D. Create a Product Feature and set both Min Options and Max Options to 1.

Answer: A

Explanation:

Requirement:

* Prevent users from selecting both Product C and Product D in a bundle configuration.

Solution:

* Using an Option Constraint with Type = Exclusion ensures that selecting one product automatically excludes the other.

Why Other Options Are Incorrect:

* A: Dependency constraints ensure one product depends on another, which is the opposite of the requirement.

* B & D: Setting Min Options and Max Options in a Product Feature does not enforce mutual exclusivity.

Salesforce CPQ Reference:

* Option Constraints and their configuration are detailed in CPQ Bundling Guidelines .

NEW QUESTION # 198

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 Configuration Attribute. Apply to Product Options is False.
- **B. On the bundled parent. Apply to Product Options is False.**
- C. On the child options. Apply Immediately is False and Apply Immediately Context is Always.
- 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 # 199

Universal Containers (UC) has a Product family called Software. When a Configuration Attribute in the bundle is set to Perpetual, UC wants to Hide all Products with the Product Family called Software. The Admin has created a Product Rule with a Configuration Rule.

Which additional supporting records should the Admin configure so the Product Rule meets this requirement?

- **A. An Error Condition should compare the Product Family value on the Product Option record. A Product Action should Show all Products with Product Family other than Software.**
- B. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action should Hide each Product.
- C. An Error Condition should compare the Perpetual value against the Configuration Attribute. A Product Action using the Filter Field should Hide the Products.
- D. An Error Condition should check the Product Family value on the Product Option record. A Product Action using the Filter Field should Hide the Products.

Answer: A

Explanation:

Requirement:

* Hide products with the Product Family "Software" when a Configuration Attribute is set to "Perpetual." Solution:

* Use an Error Condition to evaluate the Product Family value on the Product Option record.

* Configure a Product Action to Show all products except those with the Product Family "Software." Mechanism:

* The Error Condition evaluates the Configuration Attribute's value against the Product Option.

* The Product Action ensures visibility is dynamically controlled based on the evaluated condition.

Salesforce CPQ Reference:

* Error Conditions and Product Actions are key components of Product Rules in CPQ to implement dynamic product behavior .

NEW QUESTION # 200

An admin wants to set up a bundle product so a user can view all available options and selected options by scrolling in a single page.

Which updates should the admin make to meet this requirement?

- **A. Update Option Layout on the parent Product record to Sections.**
- B. Create Features related to the parent Product and assign all Options to one of the created Features.
- C. Update Option Layout on the parent Product record to Wizard.
- D. Create Features related to the parent Product and assign each Feature the Option Selection Method of Dynamic.

Answer: A

Explanation:

In Salesforce CPQ, the Option Layout field on the Product record determines how bundle options are presented in the configurator.

To allow users to view all available and selected options by scrolling on a single page, the "Sections" layout is ideal. This layout organizes options into collapsible sections based on Product Features, keeping everything visible on one page without requiring navigation steps like a wizard. Option A (Wizard) presents options step-by-step across multiple pages, which doesn't meet the single-page requirement. Option B (assigning all options to one feature) limits organization and doesn't address the layout requirement. Option C (Dynamic selection method) controls runtime behavior of options but doesn't influence the single-page scrolling display. Salesforce CPQ documentation confirms that the "Sections" layout supports a scrollable, single-page view.

References: Salesforce CPQ Documentation - "Product Bundle Configuration" and "Option Layout Options".

NEW QUESTION # 201

Universal Containers (UC) sells Product A for an initial, fixed price without the need for renewal behavior.

UC must be able to track an individual serial number on the Asset record for each Product A sold.

Which Product field value should the admin set up to handle this use case?

- **A. Asset Conversion: One Per Unit**
- B. Subscription Price: List Price
- C. Asset Conversion: One Per Line
- D. Subscription Type: One-Time

Answer: A

- [illegible]

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