

# Sales-Admn-202 Exam New Exam Materials & High-quality Test Sales-Admn-202 Dump Pass Success



What's more, part of that Itcertkey Sales-Admn-202 dumps now are free: [https://drive.google.com/open?id=1rDxYo\\_NQ-4H\\_f5lzWgTLJ5UIr8L3jxq](https://drive.google.com/open?id=1rDxYo_NQ-4H_f5lzWgTLJ5UIr8L3jxq)

The Salesforce Sales-Admn-202 certification is one of the top-rated career advancement certifications in the market. This Salesforce Certified CPQ Administrator (Sales-Admn-202) certification exam has been inspiring candidates since its beginning. Over this long time period, thousands of Sales-Admn-202 Exam candidates have passed their Salesforce Certified CPQ Administrator (Sales-Admn-202) certification exam and now they are doing jobs in the world's top brands. You can also be a part of this wonderful community.

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

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<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>
---------	--

>> **New Exam Sales-Admn-202 Materials** <<

## Efficient New Exam Sales-Admn-202 Materials - Pass Sales-Admn-202 Exam

"Itcertkey" created a demo version for customer satisfaction so candidates can evaluate the Sales-Admn-202 exam questions before purchasing. Also, "Itcertkey" has made this Salesforce Sales-Admn-202 practice exam material budget-friendly with many benefits that make it the best choice. Our team of experts who designed this Sales-Admn-202 Exam Questions assures that whoever prepares with it adequately, there is no doubt of failure and they will pass the Salesforce CERTIFICATION EXAM on the first attempt. Purchase our "Itcertkey" study material now and get free updates for up to 1 year.

### Salesforce Certified CPQ Administrator Sample Questions (Q185-Q190):

#### NEW QUESTION # 185

Universal Containers wants to make sure that Product Option A is included when Product B is being configured and sold Sales reps should be unable to remove Product A.

Which field should be set for the Product Option A?

- A. Selected
- B. Bundled
- C. Quantity Editable
- **D. Required**

**Answer: D**

Explanation:

\* Understanding the Requirement:

\* Universal Containers needs Product Option A to be automatically included with Product B during the configuration.

\* Sales reps should not be able to remove Product Option A.

\* Salesforce CPQ Mechanism:

\* The Required field on a Product Option ensures that it is mandatory within a bundle and cannot be deselected by the user during configuration.

\* Field Behavior:

\* When the Required checkbox is selected for a Product Option:

\* The option is always included in the bundle configuration.

\* Users cannot remove or modify it unless additional automation (like a product rule) overrides this setting.

\* Configuration Steps:

\* Navigate to the Product Option A record associated with Product B in Salesforce CPQ.

\* Select the Required checkbox and save the changes.

\* Ensure that no conflicting product or price rules exist that could affect this behavior.

\* Field Alternatives and Clarifications:

\* Bundled: Sets the option as a part of the bundle, but this primarily affects pricing (sets price to zero) and doesn't enforce inclusion.

\* Quantity Editable: Allows control over whether users can adjust the quantity but does not prevent removal.

\* Selected: Preselects the option during configuration but still allows users to deselect it.

\* Verification and Testing:

\* Create a test configuration with Product B as the parent and verify that Product A is always included in the bundle.

\* Attempt to remove Product A to confirm that it is not possible.

References:

Verified from Salesforce CPQ official guidelines on "Required" field functionality for Product Options.

#### NEW QUESTION # 186

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired.

What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- B. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- C. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.
- **D. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.**

**Answer: D**

Explanation:

\* Understanding the Requirement:

\* Universal Containers wants a bundle with pre-selected Product Options.

\* Sales reps should mostly leave the default configuration as-is but need the flexibility to make changes when required.

\* Salesforce CPQ Feature Overview:

\* Configuration Type:

\* Determines whether sales reps can modify the configuration of a bundle product.

\* Setting it to Allowed permits the flexibility to configure without mandating it.

\* Configuration Event:

\* Defines when the bundle configurator is accessible.

\* Setting it to Edit prevents the configurator from opening automatically but allows sales reps to access it by clicking the "Reconfigure" link.

\* Configuration Steps:

\* Navigate to the Bundle Product record in Salesforce CPQ.

\* Set the Configuration Type field to Allowed. This ensures the configurator is optional and not enforced.

\* Set the Configuration Event field to Edit. This enables the configurator to be accessible only upon user action.

\* Key Behaviors:

\* With these settings, sales reps can use the default configuration but still make changes if needed by accessing the configurator manually.

\* The "Reconfigure" link in the quote line becomes available for editing.

\* Testing and Validation:

\* Add the bundle to a Quote.

\* Verify that the configurator does not open automatically.

\* Check that the "Reconfigure" link is accessible on the Quote Line for editing options.

References:

This solution is aligned with Salesforce CPQ documentation on managing bundle configurations and providing sales reps with flexible configuration options.

### NEW QUESTION # 187

Universal Containers (UC) wants to sell products with monthly subscription terms. UC wants additional days to round up to the nearest month for calculating the prorated price.

Which CPQ package settings should UC use to meet the business requirement?

- A. Subscription Term unit: MonthSubscription Prorate Precision: Day
- B. Subscription Term unit: MonthSubscription Prorate Precision: Month + Daily
- C. Subscription Term unit: DaySubscription Prorate Precision: Day.
- **D. Subscription Term unit: MonthSubscription Prorate Precision: Month**

**Answer: D**

Explanation:

Requirement Overview:

\* Universal Containers wants to sell monthly subscriptions and round additional days up to the nearest month when calculating prorated prices.

Solution Details:

\* Subscription Term Unit = Month: Ensures that subscriptions are billed on a monthly basis.

\* Subscription Prorate Precision = Month: Rounds up additional days to the next month.

Steps to Configure:

\* Navigate to CPQ Package Settings > Subscription and Renewal Settings.

- \* Set the Subscription Term Unit to Month.
- \* Set the Subscription Prorate Precision to Month.
- \* Save and test the configuration by creating a Quote with subscription products.

Validation:

- \* Ensure that additional days are rounded up to the next month in the prorated pricing calculation.

### NEW QUESTION # 188

Universal Containers sells a monthly subscription service with tiered pricing:

□ Which approach will allow the Quote Line's List Price to reflect these tiers?

- A. Set the Product's Pricing Method = List and Create Block Prices.
- B. Create a Discount Schedule with Type = Range and Discount Unit = Price.
- **C. Create a Discount Schedule with Type = Slab and Discount Unit = Amount.**
- D. Set the Product's Pricing Method = Block and Create Block Prices

**Answer: C**

Explanation:

Scenario:

- \* A tiered pricing structure requires different amounts to be applied based on the quantity purchased.

Solution:

- \* Use a Discount Schedule with:
- \* Type = Slab: Ensures different price amounts are applied for each tier.
- \* Discount Unit = Amount: Specifies fixed dollar values for each tier.

Why Other Options are Incorrect:

- \* A, B: Block pricing is unsuitable because the requirement is tier-based, not fixed blocks.
- \* C: Range type does not handle tiered pricing accurately.

Salesforce CPQ Reference:

- \* Discount Schedules with Slab type are detailed in CPQ Discounting Guidelines .

### NEW QUESTION # 189

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 bundled parent. Apply to Product Options is False.**
- B. On the Configuration Attribute. 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: A**

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 # 190

.....

