

# Valid Test Sales-Admn-202 Test Free PDF | Valid Test Sales-Admn-202 Preparation: Salesforce Certified CPQ Administrator

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Exam Date -12-11-2025									
S.No.	P.S ID	Roll No	Student Name	Mark in Phy	Mark in Chem	Mark in Bio	Total Obtain Marks	OUT OF	%
1	00012666376	152243120035	Ashutosh Tiwari	25	25	30	80	80	100
2	00012736573	152243120094	Shikharjeet	24	23	30	77	80	96.3
3	00013419113	152243120187	Anay Pandey	24	23	29	76	80	95
4	00012991850	152243120105	Harshit singh sirmvanshi	23	23	30	76	80	95
5	00012645168	152243120109	Sadaf Ali Khan	23	22	30	75	80	93.8
6	00012122476	152243120115	SWAYAM YADVENDRA	23	21	29	73	80	91.3
7	00013067646	152243120189	Ansh Yadav	23	18	30	71	80	88.8
8	00012895168	152243120087	RUDRA Yadav	23	21	27	71	80	88.8
9	00012781566	152243120069	Surgansh Rai	22	21	28	71	80	88.8
10	00009577173	152253050030	Prashant Anand	20	22	29	71	80	88.8
11	00015130398	152253050028	Mahid Hadi Israr Khan	24	19	28	71	80	88.8
12	00011364096	152243120021	Aparna Shrivasth	21	22	28	71	80	88.8
13	00012562992	152243120009	Aditya Raj Singh	22	20	29	71	80	88.8
14	00011054499	152243120004	Naksh Singh	22	20	29	71	80	88.8
15	00013026731	152253050025	Aryan Gupta	21	20	29	70	80	87.5
16	00012328819	152243120018	Vanshika Singh	20	20	30	70	80	87.5
17	00012439889	152243120051	PVIRAJ Srivastava	20	23	26	69	80	86.3
18	00013161283	152243120072	Mayank	21	21	25	68	80	85
19	00011027249	152243120121	Sarjany Maurya	20	20	28	68	80	85
20	00013014691	152243120107	Rudrakshi Mishra	21	17	30	68	80	85
21	00012691564	152243120039	Saundarya Singh	19	20	29	68	80	85
22	00012622227	152243120029	Zerik Zagi	24	16	28	68	80	85
23	00008125646	152243120017	Anushka Yadav	21	18	29	68	80	85
24	00013576486	152243120248	Nikhil singh	18	20	29	67	80	83.8
25	00012295705	152243120058	RUDRA Mishra	21	19	28	68	80	82.5
26	00012779646	152243120038	Vandita Gupta	20	17	28	65	80	81.3
27	00010237813	152243120002	Himanshu Patel	22	15	28	65	80	81.3
28	00012713410	152243120070	Ram Prakash Yadav	21	15	28	64	80	80

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30	00011744917	152243120064	Shivansh Upadhyay	17	18	29	64	80	80
31	00012866821	152243120104	Lakshya singh	21	18	24	63	80	78.8
32	00012648076	152243120049	Aniket singh	20	19	24	63	80	78.8
33	00008382324	152243120016	Rituraj Hansh	18	18	27	63	80	78.8
34	00011047558	152243120003	Ojal	18	19	26	63	80	78.8
35	00011104632	152243120001	Satyam Singh	20	17	26	63	80	78.8
36	00012823910	152243120059	Rohan Yadav	12	20	30	62	80	77.5
37	00010945218	152243120015	Shivesh Kumar Singh	16	17	29	62	80	77.5
38	00012563188	152243120010	Anushka Singh	18	15	29	62	80	77.5
39	00013405768	152243120193	Vivekanand Yadav	20	14	27	61	80	76.3
40	00012742273	152243120050	Shreyansh ratna singh	16	17	28	61	80	76.3
41	00012502191	152243120024	Kumkum Yadav	16	15	30	61	80	76.3
42	00015031896	152253050016	Shambhavi Ratna	21	12	27	60	80	75
43	00012502188	152243120023	Neeraj	17	18	30	60	80	75
44	00013456568	152243120190	Aashish Gautam	17	17	25	59	80	73.8
45	00012091440	152253050039	Farheen	20	14	25	59	80	73.8
46	00014951824	152253050012	Fahim Khan	17	14	25	56	80	70

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

Topic	Details
Topic 1	<ul style="list-style-type: none"> <li><b>Pricing:</b> 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 2	<ul style="list-style-type: none"> <li>• <b>Product Selection:</b> 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>• <b>Quote Templates:</b> 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 4	<ul style="list-style-type: none"> <li>• <b>CPQ Platform:</b> 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>

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### Salesforce Certified CPQ Administrator Sample Questions (Q16-Q21):

#### NEW QUESTION # 16

The admin at Universal Containers has created a Configuration Attribute in a bundle that allows the end user to choose a picklist field value. A Price Rule has been created in the calculator that will set a discount based on the chosen picklist field value. This discount should be applied on the bundle Product and its Options.

- A. Ensure that the Configuration Attribute's Feature field is set to Null.
- B. Ensure that the Default Object field is set to Quote Line.
- C. Ensure that Apply Immediately has been set to TRUE.
- **D. Ensure that Apply to Product Options has been set to TRUE.**

**Answer: D**

#### NEW QUESTION # 17

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. Separate Quotes must be created for each unique Start Date.
- **B. Set the Order By picklist on the Quote to SBQQ\_\_StartDate\_\_c, and the Ordered checkbox to True.**
- C. Set both the Order by Quote Line Group and Ordered checkboxes to True.
- D. Change Default Order Start Date in CPQ Package settings to Quote Start Date.

**Answer: B**

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 # 18

A user renewing a Contract that was uploaded during a data migration. There is no Opportunity or Quote associated to the Contract. After renewing the Contract, the user has noticed that the Price Book on the Renewal Opportunity and Quote is incorrect. What should the admin do to resolve this issue?

- A. Associate an Order with the correct Price Book to the Contract before renewing.
- B. Build Automation to automatically populate the correct Price Book on the Renewal Quote.
- C. Populate the Renewal Pricebook ID field on the Contract.
- D. Populate the Opportunity or Quote Price Book Id field on the Contract.

**Answer: C**

Explanation:

When a user performs a contract renewal and finds that the Price Book on the Renewal Opportunity or Quote is incorrect, the issue often arises due to the absence of a Price Book reference on the original Contract. To address this, the Renewal Pricebook ID field on the Contract must be populated. This field ensures the correct Price Book is carried over during the renewal process.

Step 1: Understand the Renewal Pricebook ID Field

- \* Field Location: The SBQQ\_\_RenewalPricebookId\_\_c field is on the Contract object.

- \* Purpose: It specifies which Price Book Salesforce CPQ should use for renewal quotes and opportunities created from the contract.

- \* Without this field populated, Salesforce CPQ defaults to another Price Book, which can lead to inaccuracies in the Renewal Pricebook ID\*\*

- \* Access the Contract Record:

- \* Navigate to the relevant Contract record in Salesforce.

- \* Edit the Contract:

- \* Populate the Renewal Pricebook ID field with the 18-digit Salesforce ID of the desired Price Book.

- \* This ID corresponds to the Price Book you want Salesforce CPQ to apply during renewals.

- \* Save the Changes:

- \* Ensure the field is correctly updated and the changes are saved.

Step 3: \*\*

- \* Attempt the renewal process again by clicking Renew on the Contract.

- \* Confirm that the Renewal Opportunity and associated Quote now reference the correct Price Book.

Step 4: Consider Automation for Future Accuracy

- \* Automate Field Population: Use Process Builder or a Flow to automatically populate the Renewal Pricebook ID field based on the contract's associated Account or Opportunity. This reduces manual errors and ensures consistency.

- \* Data Validation: Enforce validation rules to prevent contracts from being saved without a valid Renewal Pricebook ID.

By ensuring the Renewal Pricebook ID is correctly populated, you can resolve the issue of incorrect Price Books during renewals and prevent similar occurrences in the future.

### NEW QUESTION # 19

Universal Containers (UC) wants to organize quoted products representing different project milestones with Quote Line Groups in the Quote Line Editor. When the customer accepts the Quote, UC wants the sales operations team to generate a separate order per

Quote Line Group.

- A. Leverage Salesforce automation to set the Ordered By field on the Quote to a picklist value that represents a custom Quote Line field.
- B. Create a procedure where Sales Reps enter notes on each Quote Line to indicate which products belong on the same Order.
- **C. Leverage Salesforce automation to select the Order by Quote Line Group field on the Quote.**
- D. Create a Validation Rule that prevents an order Product from being created on an Order representing the wrong milestone.

**Answer: C**

Explanation:

Requirement:

\* Organize quoted products by project milestones and generate a separate Order for each Quote Line Group.

Solution:

\* Use Salesforce automation to set the Order by Quote Line Group field on the Quote. This ensures the system generates separate Orders based on the grouping in the Quote Line Editor.

Why Other Options Are Incorrect:

\* B: Relying on notes is manual and error-prone, lacking automation for generating separate Orders.

\* C: Validation Rules prevent specific actions but do not help organize Orders by Quote Line Group.

\* D: Custom picklist fields are unnecessary when Order by Quote Line Group exists as a standard feature.

Salesforce CPQ Reference:

\* The Order by Quote Line Group feature is outlined in Order Management Configuration .

## NEW QUESTION # 20

Universal Containers wants to quote a product that will persist until the customer cancels the subscription.

How should the admin set up this product so all downstream processes create perpetual subscriptions?

- A. The value Evergreen should be put into the Subscription Type field on the Product.
- B. The sales rep should create a Quote without an end date or a subscription term associated with it.
- **C. Price Rule should put the value Evergreen into the Subscription Type field on each of that Product's Quote Lines.**
- D. The admin should uncheck the Auto-calculate contract end date setting to prevent contracts from expiring.

**Answer: C**

Explanation:

Requirement Overview:

\* Universal Containers wants to create a subscription product that will persist indefinitely unless canceled by the customer.

Key Configuration:

\* The Evergreen value in the Subscription Type field defines a perpetual subscription in Salesforce CPQ.

\* Using a Price Rule ensures this field is dynamically set on each Quote Line for the product, automating downstream processes such as contract generation and order management.

Steps to Implement:

\* Create a Price Rule targeting the Quote Line object.

\* Set the Subscription Type field to Evergreen for the relevant Quote Lines.

\* Activate and test the Price Rule to confirm the behavior.

## NEW QUESTION # 21

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