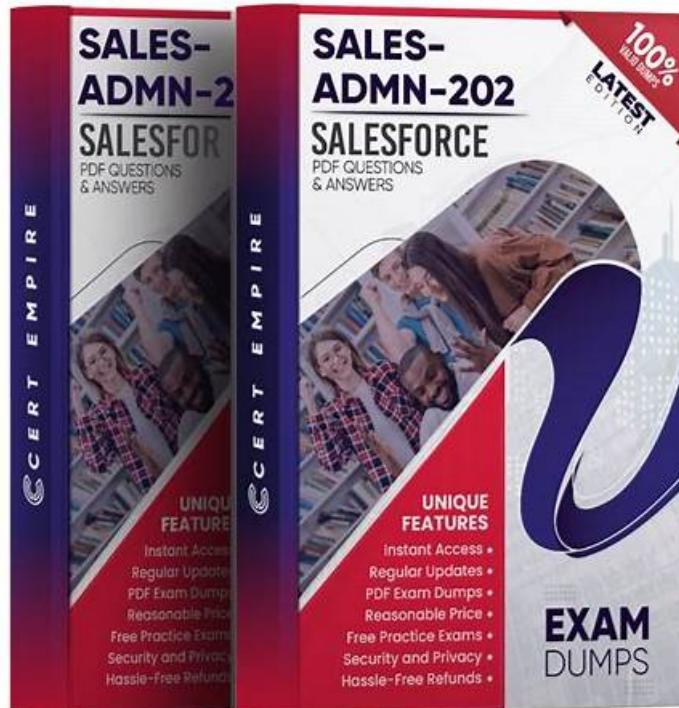# Achieve Success 100% With Salesforce Sales-Admn-202 Exam Questions In The First Attempt

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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.

Topic 2	• 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.
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	• 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 5	• 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.
Topic 6	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q67-Q72):

NEW QUESTION # 67
How can an Admin prevent users from reconfiguring a specific bundle after initial configuration?

- A. Set the Configuration Type to Allowed and Configuration Event to Add.
- B. Set the Active checkbox on Reconfigure Line Custom Action to False.
- C. Set the Configuration Type to Disabled.
- D. Set the Configuration Type to Allowed and Configuration Event to Always.

Answer: A

Explanation:
* Requirement:
* Prevent users from reconfiguring a bundle after its initial configuration.
* Solution:
* Set Configuration Type to Allowed to permit configuration during initial setup.
* Set Configuration Event to Add to allow configuration only when the product is added, blocking reconfiguration later.
* Why Other Options Are Incorrect:
* A: Disabled blocks all configuration, including initial setup.
* B: Configuration Event = Always allows continuous reconfiguration.
* D: Reconfigure Line Custom Action is unrelated to this requirement.
* Salesforce CPQ Reference:
* Configuration Type and Event settings are documented in Bundle Configuration .

NEW QUESTION # 68
When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Which settings should be used on the Price Rule and product option to meet these requirements?

- A. Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- B. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- C. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option A is set to Apply Immediately
- D. Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option A is set to Apply Immediately

Answer: B

Explanation:
To update Product Option B's quantity in real time when Product Option A is selected, a Price Rule must trigger dynamically in the configurator. Option A sets the Evaluation Scope to "Configurator" (for real-time updates during configuration), the Configurator Evaluation Event to "Edit" (triggering when edits occur), and
"Apply Immediately" on Product Option B (ensuring its quantity updates instantly). Option B (Calculator scope) applies during price calculation, not real-time configuration. Option C targets Product Option A's immediacy, but the rule must affect B's quantity. Option D combines Calculator scope with A's immediacy, missing the real-time configurator need. Salesforce CPQ documentation supports Configurator scope for real- time updates.
References: Salesforce CPQ Documentation - "Price Rules" and "Configurator Events".

NEW QUESTION # 69

Universal Containers provide a discount for an enterprise-level customer if a single line's Net price is above a certain threshold. The Admin has set up a Price Rule with a reference to a custom formula field on the Price Condition to apply the discount automatically. The user has to click calculate twice for the discount to apply.
What is the most likely cause of the issue?

- A. The Evaluation Scope of the Price rule is set incorrectly to fire on the configurator, so the Price Rule fires on the configure Products page.
- B. The referenced formula field contains date/time date information that is unsupported, so the Price Rule fires sporadically.
- C. The use of formula fields in Price Conditions is unsupported, so the Price Rule fires and returns an error the first time.
- D. The referenced formula field contains information that has yet to be calculated, so the Price Rule fires the second time it's evaluated.

Answer: C

Explanation:
Behavior Explanation:
* The Price Rule fails to apply correctly because formula fields used in Price Conditions are not natively supported for the first evaluation cycle.
* The system requires additional recalculation to fetch and calculate the correct formula-derived value.
Root Cause:
* Price Rule evaluation relies on static field values at runtime. When formula fields are used, their values may not be immediately available due to dependency on intermediate calculations.
Salesforce CPQ Reference:
* Salesforce documentation discourages the use of formula fields in Price Conditions for real-time calculations and recommends using static fields or Lookup Queries for consistent behavior .

NEW QUESTION # 70

An Admin is creating a Product Rule with an Advanced Condition.
How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. Salesforce ID of the Error Condition record.
- B. API name of the field in the Tested field.
- C. Value of the Index field.
- D. Value of the Condition # field.

Answer: C

Explanation:
Requirement Overview:
* Reference specific Error Condition records in the Advanced Condition field of a Product Rule.
Solution:
* Use the Index field value from the Error Condition record in the Advanced Condition formula.
Example:
* If the Index field value is 1 for a specific Error Condition, reference it as 1 in the Advanced Condition (e.g., 1 AND 2).

NEW QUESTION # 71

Universal Containers offers a maintenance subscription, Product B, that is based on the price of a separate platform license subscription, Product A. The current configuration is:

Both Products are being quoted for a Term of 24 months. The List Unit Price for Product A is $200. The Net Total of Product A is $2,400.

What is the expected Net Total for Product B?

- A. $240, 00
- B. $120, 00
- C. $480, 00

Answer: A

Explanation:
Subscription Product Configuration:
* Product B uses the Percent of Total pricing model based on Product A's Net Price.
* Product B's Percent of Total Base is set to "Net," and its Percent of Total Target is set to Product A.
* Product B's Percent of Total (%) is configured as 10%.
Calculation:
* Product A Net Total = $2,400
* Product B Net Total = 10% of Product A Net Total = $2,400 \times 0.1 = 2402,400 \times 0.1 = 2402,400 \times 0.1 = 240$.
Salesforce CPQ Reference:
* Percent of Total pricing logic is described under Percent of Total Products .

NEW QUESTION # 72

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