

Quiz 2026 Salesforce Sales-Admn-202 Marvelous Valid Real Exam



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

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Topic	Details
Topic 1	<ul style="list-style-type: none"> 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 2	<ul style="list-style-type: none"> 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.
Topic 3	<ul style="list-style-type: none"> 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 4	<ul style="list-style-type: none"> 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.
Topic 5	<ul style="list-style-type: none"> 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.

Salesforce Certified CPQ Administrator Sample Questions (Q15-Q20):

NEW QUESTION # 15

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- A. The value from the first record sorted alphabetically by Name is applied to the Target Field.
- B. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- C. The value from the record that was created most recently is applied to the Target Field.
- D. The Target Field maintains its original value and an error message appears in the Quote Line Editor.

Answer: D

Explanation:

Scenario:

* A Price Rule utilizes a Lookup Object and Lookup Queries, and multiple records meet the criteria for a single Quote Line.

Behavior:

* When more than one lookup record meets the criteria, Salesforce CPQ does not apply any value to the Target Field. Instead:

* The Target Field retains its original value.

* An error message is displayed in the Quote Line Editor, notifying the user of the conflict.

Why Other Options Are Incorrect:

* A & B: Salesforce CPQ does not resolve ties by sorting records alphabetically.

* C: The system does not apply values based on record creation date.

Salesforce CPQ Reference:

* Lookup Queries behavior and error-handling are outlined in CPQ Price Rules Configuration Guidelines .

NEW QUESTION # 16

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10. One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.
- B. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10. One Price Action to inject the value 50 into the Unit Price field.
- C. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.
One Price Action to inject the value 10 into the Quantity field. One Price Action to inject the value 50 into the Unit Price field.
- **D. One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A". One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10. One Price Action to inject the value 50 into Unit Price field.**

Answer: D

Explanation:

* Requirement:

* Implement a price change for Product A when its quantity exceeds 10.

* Solution:

* Price Conditions:

* Verify that the product is Product A.

* Check that the quantity of Product A exceeds 10 using a Summary Variable.

* Price Action:

* Inject the value \$50 into the Unit Price field for Product A.

* Why Other Options Are Incorrect:

* B, C, D: These options involve unnecessary actions, such as injecting values into the Quantity field, which is unrelated to the requirement.

* Salesforce CPQ Reference:

* Configuring Price Rules with Conditions and Actions for specific scenarios .

NEW QUESTION # 17

The admin decides to use a Price Rule to set a default 10% discount on Product A if a client has already purchased this item. Product A is an Asset product.

The admin has already created Price Conditions to target Quote Lines for Product A and the appropriate Actions to apply the 10% discount.

Which Summary Variable and Price Condition are needed to apply this Price Rule to Quote Lines for Product A. the item the customer purchased previously?

- A. Create a Summary Variable summing the Quantity field of Product A from Quote Lines and create a Price Condition verifying that the Summary Variable is greater than the value 1.
- **B. Create a Summary Variable summing the Quantity field on Asset records for Product A and create a Price Condition verifying that the Summary Variable is greater than the value 0.**
- C. Create a Summary Variable counting the Asset records for Product A and create a Price Condition verifying that the Quantity field on the Quote Line is greater than the Summary Variable.
- D. Create a Summary Variable counting the Asset records for Product A and create a Price Condition with the Tested Field value set to Quantity and the Tested Object value set to Asset is greater than the value 0.

Answer: B

Explanation:

Requirement:

* Apply a 10% discount to Product A on the Quote Line if the customer has previously purchased Product A (stored as an Asset).

Solution:

* Summary Variable:

* Sum the Quantity field on Asset records for Product A.

* Price Condition:

* Verify that the Summary Variable is greater than 0 to confirm the customer has purchased Product A.

Why Other Options are Incorrect:

- * B: Quote Lines do not track prior purchases; Assets do.
 - * C, D: These do not align with the requirement to verify prior purchases via Assets.
- Salesforce CPQ Reference:
- * Summary Variables and their use in Price Rules are documented under CPQ Discounting Guidelines .

NEW QUESTION # 18

A Universal Containers User states that a Configuration Attribute value can be set up during the initial configuration, but the value is not present when they reconfigure. What should the Admin check to ensure the Configuration Attribute value is properly saved?

- **A. A twin field must be created on the Quote Line object.**
- B. A twin field must be created on the Product Option object.
- C. A twin field must be created on the Product object.
- D. A twin field must be created on the Quote object.

Answer: A

Explanation:

Requirement Overview:

- * Ensure that the Configuration Attribute value is retained when reconfiguring a bundle.

Solution:

- * Create a twin field on the Quote Line object with the same API name as the Configuration Attribute.

This allows the value to persist and be passed between configurations.

Steps to Configure:

- * Navigate to Setup > Object Manager > Quote Line.
- * Create a new custom field with the same API name as the Configuration Attribute.
- * Test the configuration to ensure the value persists during reconfiguration.

NEW QUESTION # 19

At Universal Containers, each storage container is configured as a bundle. An important property of the bundle is cubic volume. The volume selected at the bundle level must match the volume of every Product Option.

Which two actions must the Admin take to allow a sales rep to choose a volume that will apply to all Product Options? Choose 2 answers

- **A. Set the Configuration Attribute with Apply to Product Options to True.**
- **B. Create a bundle level Configuration Attribute.**
- C. Create a Feature level Configuration Attribute.
- D. Set up a Lookup Price Rule referencing a custom object.

Answer: A,B

Explanation:

Requirement:

- * Ensure that the cubic volume selected at the bundle level applies to all Product Options.

Solution:

- * Option C: Setting the Configuration Attribute's Apply to Product Options to True ensures the selected value cascades to all Product Options within the bundle.

- * Option D: Creating a bundle-level Configuration Attribute allows sales reps to select a single cubic volume value that governs all Product Options in the bundle.

Why Other Options Are Incorrect:

- * A: Lookup Price Rules reference external objects but are not relevant to syncing a volume value across Product Options.
- * B: Feature-level Configuration Attributes are scoped to specific features, not the entire bundle.

Salesforce CPQ Reference:

- * The functionality of Configuration Attributes and their application to Product Options is documented in Bundle Configuration Guidelines .

https://help.salesforce.com/s/articleView?id=sf.cpq_config_attribute_guidelines.htm&type=5

NEW QUESTION # 20

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