

# Salesforce Trustable Sales-Admn-202 Reliable Exam Pass4sure–Pass Sales-Admn-202 First Attempt



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

Topic	Details

Topic 1	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 2	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 3	<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 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<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 6	<ul style="list-style-type: none"> <li>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.</li> </ul>

## Salesforce Certified CPQ Administrator Sample Questions (Q188-Q193):

### NEW QUESTION # 188

An Admin wants to generate one Asset record for each Quantity of a new Product. Currently, zero Asset records are generated for this Product when included on Quotes that are Contracted.

Which setting should the Admin change to meet the business requirement?

- A. Set the Product field Asset Amendment Behavior picklist to Allow Refund.
- B. Set the Product field Asset Conversion picklist to One per Unit.**
- C. Set the CPQ Package setting Renewal Model to Asset Based.
- D. Set the Account field Renewal Model to Asset Based.

**Answer: B**

Explanation:

Requirement Overview:

\* Admin needs to generate one Asset record for each unit of the Product upon contracting.

Solution Details:

\* The Asset Conversion field determines how Salesforce CPQ creates Asset records from Quote Lines.

\* Setting Asset Conversion to One per Unit ensures that for each quantity of the Product, a corresponding Asset is created.

Steps to Configure:

\* Navigate to the Product record.

\* Locate the Asset Conversion picklist and select One per Unit.

\* Save and test the configuration by creating a Quote, contracting it, and verifying the Asset creation.

### NEW QUESTION # 189

A sales user generated a Renewal Opportunity with Opportunity Products by using the Renewal Forecast checkbox on the Contract. Near the end of the Contract, the sales user navigates to the Renewal Opportunity and uses the New button from the

Quotes Related list. The sales user notices the Renewal Quote is missing some of the renewable Products. Preserve bundle structure on the Contract is set to True. What are two ways a sales user should generate an accurate Renewal Quote?

- **A. Create Renewal Quotes using the Renewal Quoted checkbox on the Contract.**
- **B. Create Renewal Quotes using the Renew Contracts button from the Account's Contract Related list.**
- C. Clone the original Quote and update Quote Type to Renewal.
- D. Clone the original opportunity using the clone with Products button and use the New Quote in the Quote relatedlist.

**Answer: A,B**

Explanation:

Requirement Overview:

\* Ensure the Renewal Quote is accurate and includes all renewable products from the original Contract.

Solution:

\* C. Renewal Quoted Checkbox:

\* Select the Renewal Quoted checkbox on the Contract to generate Renewal Quotes automatically.

\* D. Renew Contracts Button:

\* Use the Renew Contracts button from the Account's Contract Related List to create Renewal Quotes directly.

Steps to Configure:

\* Ensure the Contract is active and associated with the correct Account.

\* Use either the Renewal Quoted checkbox or the Renew Contracts button to generate Renewal Quotes.

#### **NEW QUESTION # 190**

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. Apply Immediately has been set on Product Option A.

Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Save
- B. Evaluation Scope = CalculatorCalculator Evaluation Event = Save
- C. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Edit
- **D. Evaluation Scope = CalculatorCalculator Evaluation Event = Edit**

**Answer: D**

#### **NEW QUESTION # 191**

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. Set both the Order by Quote Line Group and Ordered checkboxes to True.
- **B. Set the Order By picklist on the Quote to SBQQ\_\_StartDate\_\_c, and the Ordered checkbox to True.**
- C. Change Default Order Start Date in CPQ Package settings to Quote Start Date.
- D. Separate Quotes must be created for each unique 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 # 192

Universal Containers (UC) has rolled out a new product, Warranty, priced as 10% of all the hardware products on the Quote. After implementing, UC realizes that the price is calculating a percentage of the prices before discounts have been applied, whereas UC actually wants it to reflect the discounted prices.

Which field should UC update to ensure the pricing is correct to meet the requirement?

- **A. Update Percent of Total Base on Warranty to Net Price.**
- B. Update Percent of Total Target on Warranty to Standard Warranty.
- C. Update Percent of Total (%) on the hardware products to 10.
- D. Update Percent of Total Category on the hardware products to Hardware.

**Answer: A**

Explanation:

Requirement Overview:

- \* Warranty pricing should be based on the discounted prices of hardware products.

Solution Details:

- \* The Percent of Total Base field determines the pricing basis for Percent of Total Products.
- \* To ensure the price reflects discounted values, set the Percent of Total Base to Net Price.

Steps to Configure:

- \* Navigate to the Warranty Product record.
- \* Update the Percent of Total Base field to Net Price.
- \* Save and test the configuration by adding hardware products and the Warranty to a Quote.

Validation:

- \* The Warranty price should now calculate as 10% of the discounted prices of hardware products.

## NEW QUESTION # 193

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