

# Pass-Sure Latest Sales-Admn-202 Test Voucher & Leader in Certification Exams Materials & Trusted Sales-Admn-202 Reliable Test Blueprint



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In addition to the Salesforce Sales-Admn-202 PDF questions, we offer desktop Sales-Admn-202 practice exam software and web-based Sales-Admn-202 practice test to help applicants prepare successfully for the actual Salesforce Certified CPQ Administrator exam. These Salesforce Certified CPQ Administrator practice exams simulate the actual Sales-Admn-202 Exam conditions and provide an accurate assessment of test preparation. Our desktop-based Sales-Admn-202 practice exam software needs no internet connection.

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

Topic	Details
Topic 1	<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>
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>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>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>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>
Topic 6	<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 7	<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>
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### Salesforce Certified CPQ Administrator Sample Questions (Q127-Q132):

#### NEW QUESTION # 127

The sales team at Universal Containers (UC) has received customer feedback that numerous lines on a typical Quote make it difficult to understand how the total amount breaks down across the various types of Products:

Hardware, Software, and Professional Services. UC uses Quote Templates to generate Quote Documents.

Which solution would allow customers to see separate tables and subtotals organized by Product Family?

- A. Create Roll-Up Summary fields on the Quote for each Product Family and add them as merge fields to the Template Top.
- B. Create a Line Items section and set SBQQ\_\_ProductFamily\_c as the Roll-Up field.
- **C. Create a Line Items section and set SBQQ\_\_ProductFamily\_c as the Group field.**
- D. Create an HTML Template Content record with three tables to represent each Product Family.

#### Answer: C

Explanation:

Requirement Overview:

\* Universal Containers wants to show Quote Line items grouped by Product Family with subtotals for each family in Quote Documents.

Solution Details:

\* Salesforce CPQ allows grouping of Line Items in Quote Templates.

\* Setting SBQQ\_\_ProductFamily\_c as the Group field organizes the Quote Lines into separate sections for each Product Family.

Configuration Steps:

\* Navigate to the Quote Template.

\* Create a new Line Items Section.

\* In the Grouping field, set SBQQ\_\_ProductFamily\_c.

\* Save and test the template by generating a Quote Document.

Validation:

\* Confirm that the generated document displays separate tables for Hardware, Software, and Professional Services, with subtotals for each group.

#### NEW QUESTION # 128

Universal Containers has a series of required PDF documents that need to be attached to the output document when generated. These PDF files are already stored in Documents.

What should the admin do on the Quote Template to meet this requirement?

- A. Create a new Template Section for each PDF document.
- B. Select the correct Documents Folder from the Documents field on the Quote Template.
- C. Reference each PDF Document in Custom Template Content records.

- D. Create a new Additional Document on the Quote Template for each PDF document.

**Answer: D**

Explanation:

Requirement Overview:

- \* Universal Containers needs to attach required PDF documents stored in Salesforce Documents to the Quote output.

Solution:

- \* Use the Additional Document feature on the Quote Template to include PDF files in the generated output.

Steps to Configure:

- \* Navigate to the Quote Template.

- \* Create an Additional Document for each required PDF:

- \* Reference the document stored in Salesforce.

- \* Save the Quote Template.

Validation:

- \* Generate a Quote document and confirm that the Additional Documents are included as attachments.

**NEW QUESTION # 129**

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page. Which solution meets the business requirement without creating a separate Price Book?

- A. Create a Filter Product Rule.
- B. Create a bundle with a Configuration Attribute.
- C. Create multiple bundles with validation Product Rules.
- D. Create a Hidden Filter in Product Selection based on Profile.

**Answer: C**

Explanation:

Requirement Overview:

- \* Each sales team needs access to a specific subset of products without requiring separate Price Books.

Solution:

- \* Use multiple bundles with validation Product Rules to restrict access to specific products based on user criteria (e.g., Profile or custom field).

- \* This avoids the need to create and manage separate Price Books for each team.

Steps to Configure:

- \* Create a bundle for each subset of products.

- \* Use Product Rules to validate and restrict access based on sales team criteria.

Validation:

- \* Test the Product Selection page to ensure that each sales team can access only their specific subset of products.

**NEW QUESTION # 130**

Universal Containers needs to generate two styles of PDF output, one that includes prices in the line item table if the Quote is another that hides prices when the Quote Primary checkbox is False.

Where should the admin reference the Primary checkbox field to set up this requirement?

- A. The Hide Group Subtotals Field on the Quote Template
- B. The Conditional Print Field for each price Line Column
- C. The Conditional Print Field of a Template Section for only price Line Columns
- D. The Hide Totals Field on the Quote Template

**Answer: C**

Explanation:

Requirement Overview:

- \* Show or hide price-related data in the Quote PDF based on the Primary Checkbox field value.

Solution Details:

- \* The Conditional Print Field on Template Sections enables dynamic visibility.

- \* Add the Primary Checkbox as a reference in the Conditional Print Field for the section containing price- related columns.

Steps to Configure:

- \* Navigate to the Quote Template.
- \* Locate the section containing price-related data.
- \* Set the Conditional Print Field to reference the Primary Checkbox.

Validation:

- \* Generate PDFs with the Primary checkbox set to both True and False and confirm the expected visibility of pricing data.

### NEW QUESTION # 131

Universal Containers wants to change its \$500 maintenance product to be based on a percentage of subscription products in the Storage product family.

The maintenance product has been updated to be priced as Percent Of Total and the percentage has been set.

How should the product records be altered to meet this requirement?

- A. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Exclude From Percent of Total to False.
- B. Set the maintenance product Percent Of Total Category to Storage. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.
- C. Set the maintenance product Percent Of Total Category to Storage and set Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage.
- D. Set the maintenance product Include in Percent of Total to True. On all Storage subscription products, set the Percent Of Total Category to Storage and set Include in Percent of Total to True.

**Answer: B**

### NEW QUESTION # 132

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