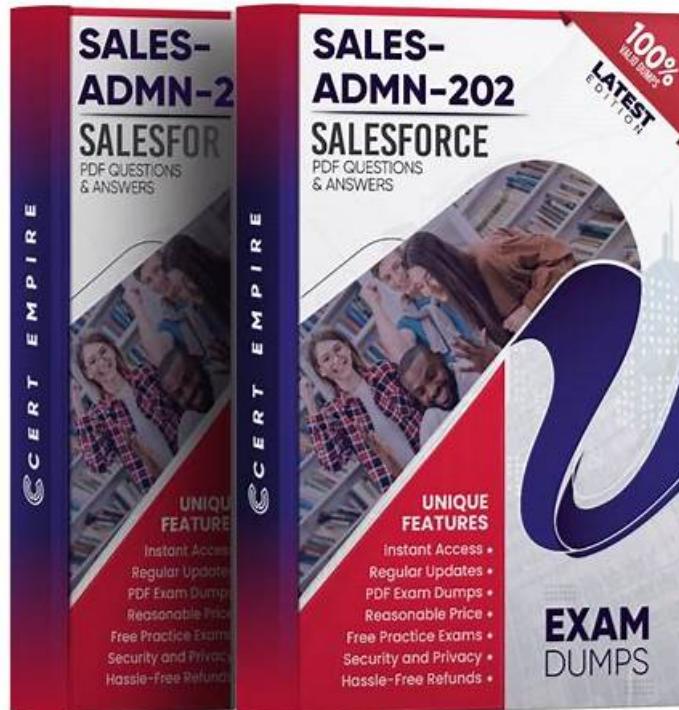# Latest Salesforce Sales-Admn-202 Test Online, Exam Sales-Admn-202 Cram

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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	• 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 3	• 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 4	• 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 5	• 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 6	• 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 7	• 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q55-Q60):

NEW QUESTION # 55
Universal Containers requires a subset of products to be viewed based on a button on the Quote Line Editor.
Which Salesforce CPQ functionality will satisfy this requirement?

- A. Custom page security plug-In script
- B. Price Rules
- C. Product Rules of filter type
- D. Custom Action with Search Filter

Answer: D

Explanation:
Requirement:
* To allow sales reps to view a subset of products via a button in the Quote Line Editor.
Solution:
* A Custom Action with a Search Filter is configured to dynamically limit the displayed products.
Mechanism:
* The Custom Action triggers the Product Selection process, with the Search Filter applying criteria to display only the desired subset of products.
Salesforce CPQ Reference:
* Custom Actions and Search Filters are documented as the preferred method to customize product visibility in the Product Selection process .

NEW QUESTION # 56
Universal Containers wants to allow customers to return and receive credit for asset Products.
How should the admm meat the requirement?

- A. Set Asset Amendment Behavior to Allow Refund for the Product and reduce the Quantity on the Amendment Quote.
- B. Set Asset Amendment Behavior to Allow Refund for the Product and set a negative Quantity on the Amendment Quote.

- C. Edit the Effective Quantity field on the Asset record to reflect the updated Quantity.
- D. Edit the Quantity field on the Asset record to reflect the updated Quantity.

Answer: A

Explanation:
Requirement:
* Allow customers to return asset Products and receive credit.
Solution:
* Setting the Asset Amendment Behavior to Allow Refund enables the product to be reduced in quantity on an Amendment Quote.
* Reducing the Quantity on the Amendment Quote triggers a refund process in CPQ.
Why Other Options Are Incorrect:
* A: Negative quantities are not a supported standard in Amendment Quotes.
* C & D: Asset records should not be manually edited as changes must flow through Quotes and Orders.
Salesforce CPQ Reference:
* Refund handling and Asset Amendment Behavior are described in Amendment and Renewal Processes .

NEW QUESTION # 57

At Universal Containers, the Fulfillment team requires that Order Item dates reflect when orders are created, rather than Quote Line start dates, because there can be gaps between anticipated versus actual start dates. At the same time, the Account Management team wants to ensure that all items from one order appear on one contract. What are two ways the CPQ specialist can meet these requirements? (Choose 2 answers)

- A. Set Quote Contracting Method to By Subscription End Date.
- B. Set package Default Order Start Date to Today.
- C. Set Order Product Date to Today when the record is created using Process Builder.
- D. Set Contracting Method on the Order to Single Contract.

Answer: C,D

Explanation:
For the Fulfillment team's requirement, Order Item dates need to reflect the order creation date rather than Quote Line start dates.
Option C achieves this by using Process Builder to set the Order Product Date to
"Today" upon record creation, overriding any inherited Quote Line dates. For the Account Management team' s requirement, all items from one order must appear on a single contract. Option A accomplishes this by setting the Contracting Method on the Order to "Single Contract," ensuring all order products are grouped under one contract regardless of subscription terms. Option B (Default Order Start Date) is a package-level setting that doesn't directly apply to individual order items. Option D (Quote Contracting Method) affects quote-to-contract mapping but doesn't ensure order-based consolidation. Salesforce CPQ documentation supports these configurations for date and contract control.
References: Salesforce CPQ Documentation - "Order Management" and "Contracting Methods".

NEW QUESTION # 58

Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor.
How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.
- B. Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFietdSetName on the Quote object that returns the appropriate field set the user's profile.
- C. Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- D. Create two field sets on the Quote Line object representing each profile, and create a test formula field sets with the API named EditLinesFieldSetname on the Quote object that returns the appropriate field set name based on the user's profile.

Answer: A

Explanation:
Requirement:
* Different profiles need to see distinct sets of fields in the Quote Line Editor.

Solution:
* Create two field sets on the Quote Line object, one for each profile.
* Use a text formula field named EditLinesFieldSetName on the Quote object to dynamically return the appropriate field set name based on the user's profile.
Why Other Options Are Incorrect:
* A & B: Field sets must be created on the Quote Line object, not the Quote object.
* D: This duplicates C but introduces a typo or incorrect description in the explanation.
Salesforce CPQ Reference:
* Field set configurations for the Quote Line Editor are detailed in CPQ Field Configuration Documentation .

NEW QUESTION # 59
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 A is set to Apply Immediately
- C. Evaluation Scope = Configurator, Configurator Evaluation Event = Edit, Product Option B is set to Apply Immediately
- D. Evaluation Scope = Calculator, Calculator Evaluation Event = Edit, Product Option A is set to Apply Immediately

Answer: C

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 # 60
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