

Sample Sales-Admn-202 Questions Pdf & Valid Sales-Admn-202 Test Duration



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Exams4sures has one of the most comprehensive and top-notch Salesforce Sales-Admn-202 Exam Questions. We eliminated the filler and simplified the Salesforce Certified CPQ Administrator exam preparation process so you can ace the Salesforce certification exam on your first try. Our Salesforce Sales-Admn-202 Questions include real-world examples to help you learn the fundamentals of the subject not only for the Salesforce exam but also for your future job.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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 4	<ul style="list-style-type: none"> • 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 5	<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.
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Salesforce Certified CPQ Administrator Sample Questions (Q28-Q33):

NEW QUESTION # 28

Universal Containers has a bundle with many Features. In one of these Features, Feature A, all Product Options share the same Discount Schedule.

How should the Admin set up a Discount Schedule so the quantities of all Product Options in Feature A are aggregated when determining the Discount Tier?

- A. Set the Discount Schedule on the Product Options records and mark the Cross Products checkbox as False on the Discount Schedule.
- B. Set the Discount Schedule on the Product Options records and mark the Cross Orders checkbox as True on the Discount Schedule.
- C. Set the Discount Schedule on Product Feature A and mark the Cross Products checkbox as True on the Discount schedule.
- **D. Set the Discount Schedule on Product Feature A and mark the Cross Orders checkbox as True on the Discount schedule.**

Answer: D

Explanation:

Requirement Overview:

* Universal Containers wants to aggregate the quantities of all Product Options in Feature A to determine the Discount Tier.

Key Configuration:

* Assign the Discount Schedule to the Product Feature itself.

* Enable the Cross Orders checkbox to aggregate quantities across multiple orders or contracts.

Steps to Configure:

* Navigate to the Product Feature record for Feature A.

* Set the Discount Schedule field to the appropriate Discount Schedule.

* On the Discount Schedule, check the Cross Orders box.

Validation:

* Add multiple Product Options from Feature A to a Quote and verify that their quantities are aggregated for discount calculation.

NEW QUESTION # 29

Universal Containers (UC) has products that will only be utilized as Product Options inside five different bundle products. When a user adds products to the Quote Line Editor, UC wants:

* Bundle products to show in the Product Selection page.

* Products that are Product Options of the bundles to be excluded from the Product Selection page.

How should the admin set up the bundle?

- A. Select the Selectbox on each product option and mark the Product inactive.
- **B. Select the Component checkbox on any Product that is a Product Option for the bundles.**

- C. Select the Hidden for any Product that is a Product Option for the bundles.
- D. Select the bundle on each Product option and mark the Product inactive

Answer: B

Explanation:

Requirement:

* Bundle products should show on the Product Selection page, but their Product Options should not.

Solution:

* Setting the Component checkbox to TRUE for Product Options ensures they are excluded from the Product Selection page and only appear within their bundles.

Why Other Options Are Incorrect:

* B: The Hidden field does not dynamically manage visibility for Product Options.

* C & D: Marking products inactive makes them completely unavailable, which is not the requirement.

Salesforce CPQ Reference:

* The Component checkbox's functionality is explained in Product Configuration .

NEW QUESTION # 30

Universal Containers has two products:

* C-STOR-L, which Is a Large Storage Container.

* C-LID-L, which is a Lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The admin wants to create an Option Constraint.

Which field should C-LID-L be stored in to meet this requirement?

- **A. Constrained Option**
- B. Constraining Option
- C. Optional SKU
- D. Configured SKU

Answer: A

Explanation:

Requirement Overview:

* The C-LID-L product (Lid) should only be selectable if the C-STOR-L product (Container) is included in the bundle.

Key Configuration:

* The Constrained Option field identifies the dependent option in an Option Constraint.

* In this case, C-LID-L is the constrained option.

Steps to Configure:

* Navigate to the Option Constraint record.

* Set C-LID-L as the Constrained Option.

* Set C-STOR-L as the Constraining Option.

Validation:

* Add the bundle to a Quote and verify that C-LID-L is only available when C-STOR-L is selected.

NEW QUESTION # 31

What are two ways Salesforce CPQ Advanced Approvals support obtaining approval from a group in a single Approval Steps?

Choose 2 answers

- A. Approval must be obtained from one group member at a time.
- **B. All group members must approve.**
- **C. Any group member may approve.**
- D. Smart Approvals can exclude group members below the approval threshold.

Answer: B,C

Explanation:

Approval Scenarios in Advanced Approvals:Salesforce CPQ Advanced Approvals allows flexible approval processes, including the ability to handle group approvals within a single step.

Key Features:

- * Any group member may approve: If this option is configured, approval from one group member is sufficient to move the approval step forward.
- * All group members must approve: When this option is selected, every group member must approve the request before the step can proceed.

Configuration Steps:

- * Navigate to the Approval Rule and ensure that the Approval Chain or Approval Step is configured to support group-based logic.
- * Specify the behavior for the group in the Approval Step Settings.

Use Cases:

- * Use "Any group member may approve" for time-sensitive scenarios.
- * Use "All group members must approve" for critical approvals that require consensus.

NEW QUESTION # 32

Which two scenarios can be supported using Amendments? Choose 2 answers

- A. Change quantities of existing Products; maintain same discounts as original Quote
- B. Add new products; use different End Date from existing Contract
- C. Add new Products; co-terminate to existing Contract
- D. Change quantities of existing Products; apply different discounts than original Quote

Answer: C,D

Explanation:

* Amendment Functionality:

* Amendments are used to modify existing contracts by adjusting quantities, discounts, or adding products while maintaining contract continuity.

* Supported Scenarios:

- * A: Quantity changes with new discounts can be applied during amendments.
 - * C: New products can be added and aligned with the contract's existing term (co-terminated).
- * Salesforce CPQ Reference:
* Amendments are extensively documented under Contract and Subscription Management .

NEW QUESTION # 33

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