

# **Sales-Admn-202 Reliable Exam Preparation & Exam Vce**

## **Sales-Admn-202 Free**



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

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

Topic 5	<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 6	<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 (Q183-Q188):**

#### **NEW QUESTION # 183**

Universal Containers wants to show a Monthly Price column on the Quote Document if the Quote has Payment Terms of Net 30. In addition to creating the Monthly Price Line Column, which two Configurations are needed to satisfy this requirement?

Choose 2 answers

- A. Create a custom formula Indicating if the Payment Terms are Net 30.
- B. Create an additional Line Items section without the Monthly Price field.
- C. Set the Conditional Print Field on the Line Column record.
- D. Include Monthly Price in the Quote Line Editor Field set.

**Answer: A,D**

Explanation:

Universal Containers requires a dynamic approach to display the Monthly Price column on the Quote Document only when the Payment Terms field is set to "Net 30". Here's how to achieve this:

Step 1: Create a Monthly Price Line Column

- \* Navigate to Quote Templates in Salesforce CPQ.
- \* Select the relevant Quote Template.
- \* In the Line Columns related list:
  - \* Create a new Line Column for "Monthly Price."
  - \* Configure the desired settings for how the Monthly Price should display in the PDF.

Step 2: Create a Custom Formula Field

- \* Navigate to Setup > Object Manager > Quote.
- \* Create a custom formula field (e.g., Show\_Monthly\_Price) on the Quote object:
- \* Type: Formula (Checkbox).
- \* Formula Logic: IF(Payment\_Terms\_\_c = "Net 30", TRUE, FALSE).
- \* Replace Payment\_Terms\_\_c with the API name of the Payment Terms field.

This formula ensures the field returns TRUE only when Payment Terms equals "Net 30." Step 3: Configure Conditional Print Field on the Line Column

- \* Return to the Quote Template and edit the Monthly Price Line Column.
- \* Set the Conditional Print Field to Show\_Monthly\_Price.
- \* This links the visibility of the Monthly Price column to the custom formula field you created.

Step 4: Validate in Quote Document

- \* Generate a Quote Document for a Quote where Payment Terms are set to "Net 30."
- \* The Monthly Price column should appear in the PDF.
- \* Change the Payment Terms to a value other than "Net 30" and regenerate the document.

\* The Monthly Price column should not appear.

#### Step 5: Optional Enhancements

\* Discard Width When Hidden: In the Monthly Price Line Column, enable this setting to avoid column width adjustments when the column is hidden.

\* Test Across Use Cases: Validate across different Payment Terms to ensure robust behavior.

By using a combination of the Conditional Print Field and a custom formula field, Universal Containers can dynamically control the visibility of the Monthly Price column.

## NEW QUESTION # 184

Universal Containers (UC) uses USD, GBP, and EUR and has Multi-Currency enabled.

UC products have two sets of USD prices: one for American customers and one for Asia Pacific customers.

UC products have one set of EUR and GBP prices for European customers.

What is the most effective way to set up DCs Price Books?

- A. USD, Europe - EUR, Europe - GBP). Create two Price Books: one for standard USD, EUR, and GBP prices, and one for USD in Asia
- B. **Create four Price Books, one for each unique currency and region (America - USD, Asia Pacific - EUR, Europe - GBP, and Asia Pacific - GBP)**
- C. Create three Price Books, one for each currency (USD, EUR, GBP),
- D. Create three Price Books, one for each region (America, Asia Pacific, Europe).

#### Answer: B

Explanation:

#### Requirement Overview:

\* Universal Containers uses multiple currencies (USD, EUR, GBP) and requires specific pricing based on regions (America, Asia Pacific, Europe).

#### Solution Details:

\* Create four Price Books, where each Price Book covers a unique combination of region and currency.

\* America - USD: Prices for American customers.

\* Asia Pacific - USD: Prices for Asia Pacific customers.

\* Europe - EUR: Prices for European customers using EUR.

\* Europe - GBP: Prices for European customers using GBP.

#### Steps to Configure:

\* Navigate to Setup > Price Books and create a new Price Book for each combination.

\* Assign relevant Price Book Entries for the products in each Price Book.

\* Use sharing rules to restrict access to the appropriate Price Books for users in each region.

#### Validation:

\* Ensure users can access and use the correct Price Book based on their region and currency.

## NEW QUESTION # 185

Universal Containers has set up an Account lookup field, Distributor\_\_c, on the Quote to identify different distributors per group.

Distributor accounts have a Discount\_Level\_\_c field populated with the base discount percentage that products provided by that distributor will receive.

Which set of actions should the admin take to ensure that the distributor receives the appropriate Distributor Discount?

- A. **Assign the Distributor\_\_c field to the Quote object and create a formula field to calculate the discount based on the Discount\_Level\_\_c field.**

- Create a Configurator Scoped Price Rule that has a Price Condition where
  - Object with value Quote Line
  - Tested Formula field with value SBQQ\_\_Quote\_\_r.Distributor\_\_c
  - Operator field with value Not Equals
  - Filter Type field with Value selected
  - Filter Value field with blank value
- Add a Price Action to the Price Rule Where
  - Target Object with value Quote Line
  - Target Field with value SBQQ\_\_DistributorDiscount\_\_c
  - Formula Field with value SBQQ\_\_Group\_\_r.Distributor\_\_r.Discount\_Level\_\_c
- Create a Calculator Scoped Price Rule that has a Price Condition where
  - Object with value Quote Line
  - Tested Formula field with value SBQQ\_\_Quote\_\_r.Distributor\_\_c
  - Operator field with value Not Equals
  - Filter Type field with Value selected
  - Filter Value field with blank value
- Add a Price Action to the Price Rule where
  - Target Object with value Quote Line
  - Target Field with value SBQQ\_\_DistributorDiscount\_\_c
  - Formula Field with value SBQQ\_\_Group\_\_r.Distributor\_\_r.Discount\_Level\_\_c
- B.

**Answer: A**

Explanation:

Requirement:

\* Ensure the correct Distributor Discount is applied to Quote Lines based on the distributor's Discount\_Level\_\_c field value.

Solution:

\* Configurator Scoped Price Rule:

\* A Price Condition checks whether the SBQQ\_\_Quote\_\_r.Distributor\_\_c field is populated.

\* If the field is blank, the rule does not execute.

\* Price Action:

\* Injects the value of the Discount\_Level\_\_c field from the Distributor account into the Quote Line's SBQQ\_\_DistributorDiscount\_\_c field.

Why Option A is Correct:

\* Configurator Scope ensures the rule is evaluated during configuration, applying discounts dynamically as the Quote is edited.

Why Option B is Incorrect:

\* Calculator Scoped Price Rules execute during calculations (not configuration), which may result in delayed discount updates.

Salesforce CPQ Reference:

\* Price Rules and their scopes are documented in the CPQ Pricing Logic Configuration .

**NEW QUESTION # 186**

When Product A is Added to a Primary Quote, sales reps can view the Quote Line and make adjustments.

However, an Opportunity Line Item is missing for Product A after the Primary Quote has been saved.

What are two possible causes for this behavior?

Choose 2 answers

- A. Product A has "Exclude From Opportunity" set to TRUE.
- B. Product A has "Component" set to TRUE.
- C. Product A has "Optional" set to TRUE.
- D. Product A has "Hidden" set to TRUE.

**Answer: B,D**

Explanation:

Cause Analysis:

\* Hidden = TRUE: Products marked as hidden do not appear in the Opportunity Line Item after saving the Quote.

\* Component = TRUE: Products flagged as components are part of a bundle and are not directly added as standalone Opportunity Line Items.

Key Settings:

\* These configurations are commonly used for internal or auxiliary products within a bundle or restricted products.

Salesforce CPQ Reference:

\* The behavior is explained under Product Configuration and Quote Mapping .

### NEW QUESTION # 187

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

**Answer: C**

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 # 188

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Facing the incoming Salesforce Sales-Admn-202 Exam, you may feel stained and anxious, suspicious whether you could pass the exam smoothly and successfully. Actually, you must not impoverish your ambition. Our suggestions are never boggle at difficulties. It is your right time to make your mark.

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