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Almost no one likes boring study. Teachers and educationist have tried many ways to solve this problem. Arousing the interest might be the most effective method. So our company is focused on reforming preparation ways of the Sales-Admn-202 exam. Rigid memory is torturous and useless. Our Sales-Admn-202 Study Materials combine the knowledge with the new technology, which could greatly inspire your motivation. And if you click on our Sales-Admn-202 practice questions, you will feel the convenience.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details

Topic 1	• 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 2	• 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	• 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 4	• 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.

Salesforce Certified CPQ Administrator Sample Questions (Q95-Q100):

NEW QUESTION # 95

Admins at Universal Containers (UC) created an automation that selects the Renewal Forecast and Renewal Quoted checkboxes when a Contract is activated. However, UC has found that amendments to the contract fail to update the Renewal Opportunity. What is the explanation for this result?

- A. Renewal Quoted must be selected after Renewal Forecast has been selected.
- B. Contracts must be deactivated before amendments will update the Opportunity.
- C. The Opportunity Products generated by Renewal Forecast are impeding data flow from the amendment to the renewal.
- **D. The Quote generated by Renewal Quoted is impeding data flow from the amendment to the Renewal.**

Answer: D

NEW QUESTION # 96

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date. Which date will CPQ use to calculate the prorate multiplier?

- A. The Quote date
- B. The latest date
- **C. The Quote Line date**
- D. The earliest date

Answer: C

Explanation:

Requirement:

* Calculate the prorate multiplier when a subscription product's End Date differs from the Quote's End Date.

Solution:

* CPQ uses the Quote Line date (specific to the subscription product) to calculate the prorate multiplier.

This ensures alignment with the subscription term.

Why Other Options Are Incorrect:

* A & D: Earliest or latest dates do not determine prorate multipliers.

* B: The Quote date applies to the Quote as a whole, not individual subscription products.

Salesforce CPQ Reference:

* Prorate multiplier calculations are outlined in Subscription Management Guidelines .

The order of precedence for evaluating subscription dates is as follows (1) Quote Line, (2) Quote Line Group, and (3) Quote <https://help.salesforce.com/s/articleView?id=000383503&type=1>

NEW QUESTION # 97

Universal Containers sells a bundle with several pre-selected Product Options. Most of the time, sales reps leave the bundle configuration as-is, but want the ability to change the configuration if desired. What should the Admin do to meet this requirement?

- A. Set the Configuration Type field of the bundle to a value of Required and the Configuration Event field to a value of Always.
- **B. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Edit.**
- C. Set the Configuration Type field of the bundle to a value of Allowed and the Configuration Event field to a value of Add.
- D. Set the Configuration Type field of the bundle to a value of Disabled and the Configuration Event field to a value of Always.

Answer: B

Explanation:

- * Understanding the Requirement:
- * Universal Containers wants a bundle with pre-selected Product Options.
- * Sales reps should mostly leave the default configuration as-is but need the flexibility to make changes when required.
- * Salesforce CPQ Feature Overview:
- * Configuration Type:
- * Determines whether sales reps can modify the configuration of a bundle product.
- * Setting it to Allowed permits the flexibility to configure without mandating it.
- * Configuration Event:
- * Defines when the bundle configurator is accessible.
- * Setting it to Edit prevents the configurator from opening automatically but allows sales reps to access it by clicking the "Reconfigure" link.
- * Configuration Steps:
- * Navigate to the Bundle Product record in Salesforce CPQ.
- * Set the Configuration Type field to Allowed. This ensures the configurator is optional and not enforced.
- * Set the Configuration Event field to Edit. This enables the configurator to be accessible only upon user action.
- * Key Behaviors:
- * With these settings, sales reps can use the default configuration but still make changes if needed by accessing the configurator manually.
- * The "Reconfigure" link in the quote line becomes available for editing.
- * Testing and Validation:
- * Add the bundle to a Quote.
- * Verify that the configurator does not open automatically.
- * Check that the "Reconfigure" link is accessible on the Quote Line for editing options.

References:

This solution is aligned with Salesforce CPQ documentation on managing bundle configurations and providing sales reps with flexible configuration options.

NEW QUESTION # 98

Universal Containers (UC) has an upcoming user conference that UC wants to promote to its customers. The admin has created a Product Selection Rule to automatically add a Conference Pass Product to all new Quotes. When can a user expect the Conference Pass Product to be added to the Quote during the quoting process?

- A. The user calculates a Quote.
- B. The user selects a Product for the Quote.
- C. The user selects a Configuration Attribute value for a Product.
- **D. The user saves the Quote.**

Answer: D

Explanation:

In Salesforce CPQ, Product Selection Rules automatically add products to a Quote based on defined conditions. These rules typically evaluate and execute when the Quote is saved, as this triggers the full application of rules and updates to the Quote Lines. Option D aligns with this behavior-saving the Quote ensures the Conference Pass is added. Option A (Configuration Attribute selection) relates to configurator actions, not quote-level rules. Option B (Product selection) triggers option-specific rules, not quote-

wide additions. Option C (Quote calculation) updates pricing, not product additions. Salesforce CPQ documentation confirms rule execution on save.

References: Salesforce CPQ Documentation - "Product Selection Rules" and "Quote Process Events".

NEW QUESTION # 99

Universal Containers (UC) offers the same services for consumption in different parts of the country, but at different prices. UC has configured this without cloning bundles or pricebooks.

A single quote can contain products for consumption anywhere in the country.

A custom object has been created to maintain a Price Multiplier per product per geographic area. The quote document should display the List Price of the appropriate geographic area.

How should the CPQ specialist complete the configuration?

- A. Create a Lookup Price Rule to retrieve the multiplier and apply it to the List Unit Price field on the Quote Line.
- B. Enable the Consumption Schedules checkbox in the CPQ Managed Package Settings.
- C. Create a custom List Unit Price field on the Quote Line and a Lookup Price Rule to retrieve the multiplier and apply it to the custom List Unit Price field on the Quote Line.
- D. Create a Lookup Price Rule to retrieve the multiplier and apply it to the Special Price field on the Quote Line.

Answer: C

Explanation:

Requirement Overview:

* Adjust the List Price dynamically based on the geographic area using a custom Price Multiplier stored in a custom object.

Solution Details:

* Custom List Unit Price Field: Store the adjusted List Price for the specific geographic area.

* Lookup Price Rule: Retrieve the multiplier from the custom object and calculate the adjusted List Price.

Steps to Configure:

* Create a Custom Field (e.g., Custom List Unit Price) on the Quote Line.

* Create a Lookup Price Rule to:

* Retrieve the Price Multiplier from the custom object.

* Calculate and populate the custom List Unit Price field.

Validation:

* Generate a Quote and confirm the List Price reflects the appropriate multiplier for the geographic area.

NEW QUESTION # 100

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