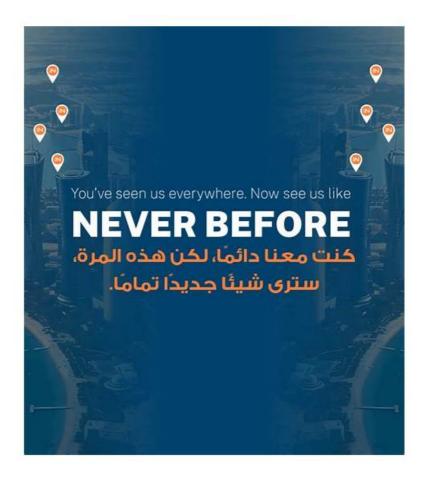# Sales-Admn-202 Updated Dumps | Sales-Admn-202 Valid Test Materials

If you really intend to grow in your career then you must attempt to pass the Sales-Admn-202 exam, which is considered as most esteemed and authorititive exam and opens several gates of opportunities for you to get a better job and higher salary. But passing the Sales-Admn-202 exam is not easy as it seems to be. With the help of our Sales-Admn-202 Exam Questions, you can just rest assured and take it as easy as pie. For our Sales-Admn-202 study materials are professional and specialized for the exam. And you will be bound to pass the exam as well as get the certification.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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.
Topic 3	• 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	• 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 5	• 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 6	• 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.

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Exam Questions for Salesforce Sales-Admn-202 in PDF Format

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Salesforce Certified CPQ Administrator Sample Questions (Q68-Q73):

NEW QUESTION # 68
What is the correct order of data import to load Quote Template in CPQ?

- A. Quote Content, Quote Name, Quote Section, Quote Line Columns, Template Terms, Term Conditions
- B. Template Content, Quote Templates, Template Sections, Line Columns, Quote Terms, Term Conditions
- C. Quote Template, Template Sections, Line Columns, Template Content, Quote Terms, Term Conditions
- D. Quote Name, Quote Section, Quote Line Columns, Quote Content, Template Terms, Term Conditions

Answer: C

Explanation:
Data Import Order for Quote Templates:
* Salesforce CPQ requires Quote Template data to be imported in a structured order to ensure that relationships between objects are correctly established.
* Quote Template: Base structure for the quote document.
* Template Sections: Define sections of the quote.
* Line Columns: Specify how data appears in tables within the quote.
* Template Content: Includes HTML and text for the quote layout.
* Quote Terms: Define legal or contractual terms.
* Term Conditions: Conditions related to the terms.
Salesforce CPQ Reference:
* Best practices for Quote Template imports align with Salesforce CPQ implementation guides for maintaining dependencies .

NEW QUESTION # 69
An Admin has created a new bundle, and a separate, unrelated Product Rule. Universal Containers wants the t Rule to fire within this specific bundle.
What is a valid setup for the Configuration Rule?

- A. The configuration Rule must be associates with the Parent Product in the bundle.
- B. The Configuration Rule must be associated with the Product Option records used in Product Actions.
- C. The Configuration Rule must be associated with Product records used in Product Actions.
- D. The Configuration Rule must be associated with the Product Feature used within the bundle.

Answer: A

Explanation:
Requirement:
* Ensure a Product Rule fires only within a specific bundle.
Solution:
* Associating the Configuration Rule with the Parent Product ensures that the rule executes only during configuration of the specified bundle.
Why Other Options Are Incorrect:
* A, B, C: Associating the rule with Product records, Features, or Options does not scope the rule specifically to the parent bundle.
Salesforce CPQ Reference:
* Configuration Rules and their association with Parent Products are documented in CPQ Configuration Rule Guidelines .

NEW QUESTION # 70
Universal Containers (UC) sells its Support SKU both as a stand-alone product and a product option within a bundle. When sold as a stand-alone product, the expected List Unit Price is $1,000. When sold as part of a bundle, UC wants to reduce the List Unit Price to $800.
What should the admin do to meet the requirement?

- A. Enter 20 into the SBQQ_Discount__c field on the product option to reduce the price from $1,000 to $800.
- B. Enter 800 into the SBQQ_UnitPrice__c field on the product option to define a bundle specific price for the Support SKU.
- C. Create a price rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.
- D. Create a product rule to insert 800 into the SBQQ_ListPrice__c field on the quote line when the SBQQ_RequiredBy__c field is blank.

Answer: B

NEW QUESTION # 71
An admin is working on a Primary Quote attached to an Opportunity. The nice Book and Currency on the Quote and Opportunity match. However, only some of the Products from the Quote are being synced to the Opportunity, 9nd aero emor messages are displayed.
Which three reasons explain why these Products failed to create Opportunity Products?
Choose 3 srewers

- A. Q Validation Rules on the Opportunity Product silently fail.D, Only Products with a price greater than zero sync to the Opportunity,
- B. Only Products with an EFfectrve Quantity greater than or less than zero syfK to the Opportunity-
- C. Some Products we missing Rice Book Entries.
- D. Exclude ffor Opportunity is checked on die Product record.

Answer: A,B,D

Explanation:
Issue Analysis:
* Products not syncing to Opportunity Products is usually caused by specific CPQ conditions or rules.
Reasons for Failure:
* B: Products with an Effective Quantity of zero are excluded from syncing.
* C: Validation Rules on the Opportunity Product object may silently block the sync process if they are not met.
* D: Products with a price of zero do not sync by default.
Why Other Options Are Incorrect:
* A: Missing Price Book Entries prevent quoting entirely, not syncing issues.
* E: The Exclude from Opportunity checkbox applies to the Product Option, not the syncing process.

Salesforce CPQ Reference:
* CPQ guidelines for syncing Quote Lines to Opportunity Products .

NEW QUESTION # 72
Universal Containers (UC) builds Quotes that can be delivered to multiple locations using a Quote Line Group f each location. UC wants to split orders by delivery location automatically.
How should the consultant meet the requirement?

- A. Set the Order By picklist field to the value of SBQQ_Group_c, and then click the Create Order button.
- B. Ensure the Order by Quote Line Group field is set to TRUE, and then click the Create Order button.
- C. Ensure the Order by Quote Line Group field is set to TRUE, and then set the Ordered field to TRUE.
- D. Set the Order By picklist field to the Location field on the Quote Line Group, and then set the Ordered field to TRUE.

Answer: C

Explanation:
Requirement Overview:
* Automatically split Orders by delivery location based on Quote Line Groups.
Key Configurations:
* Order by Quote Line Group: Ensures that each Quote Line Group generates a separate Order.
* Ordered Field = TRUE: Triggers the creation of Orders for the Quote Lines.
Steps to Configure:
* Ensure the Order by Quote Line Group field is checked on the Quote.
* Mark the Ordered field as TRUE.
* Test the Order creation process to verify separate Orders are generated by location.

NEW QUESTION # 73
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