

# **Sales-Admn-202 Exam Online | Reliable Sales-Admn-202 Exam Pattern**



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

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

## Salesforce Certified CPQ Administrator Sample Questions (Q15-Q20):

### NEW QUESTION # 15

Universal containers wants to give a 25% discount on a specific product option purchased in the Big Box bundle.

In which two ways could the admin configure CPQ to automatically apply this discount?

Choose 2 answers

- A. Create a price Rule that applies the 25% discount when the product is added as part of the bundle.
- B. Set the option discount ((%field on the product feature for the bundle.
- D. Set the option Discount (%) field on the product option for the bundle.
- C. Set Discount by package to TRUE on the Product Option for the bundle.

Answer: A,C

### NEW QUESTION # 16

Universal Containers (UC) sells Product A for a List Unit Price of \$150. One of UC's customers, Cloud Kicks (CK), has negotiated a Contracted Price of \$100 for Product A on all of its deals, and has negotiated an additional 10% discretionary discount to be applied for a deal set to close at the end of the month.

If CK purchases 10 units of Product A, what is the expected List Unit Price, Regular Unit Price, Customer Unit Price, and Net Unit Price?

- A. \* List Unit Price: \$150\* Regular Unit Price: \$150\* Customer Unit Price: \$100\* Net Unit Price: \$90
- B. \* List Unit Price: \$100\* Regular Unit Price: \$100\* Customer Unit Price: \$90\* Net Unit Price: \$90
- C. \* List Unit Price: \$150\* Regular Unit Price: \$150\* Customer Unit Price: \$140\* Net Unit Price: \$140
- D. \* List Unit Price: \$150\* Regular Unit Price: \$100\* Customer Unit Price: \$90\* Net Unit Price: \$90

Answer: D

Explanation:

Scenario Overview:

\* List Unit Price: Product A's standard price is \$150.

\* Contracted Price: CK has a contracted price of \$100 for Product A.

\* Discretionary Discount: CK negotiated a 10% discretionary discount for this deal.

Price Calculation:

\* List Unit Price remains the standard price of \$150.

- \* Regular Unit Price applies the contracted price of \$100.
- \* Customer Unit Price: After applying the 10% discretionary discount on the contracted price, Customer Unit Price =  $100 - (100 \times 0.1) = 90$ .
- \* Net Unit Price matches the Customer Unit Price for the 10 units being purchased, which is \$90.
- Salesforce CPQ Reference:
- \* Salesforce CPQ Contracted Price logic ensures negotiated prices override the List Price, and additional discretionary discounts apply as expected.

### NEW QUESTION # 17

Universal Containers implemented CPQ Contract Amendment functionality via the Amend button on the Opportunity. Since an Account can have many different Contracts, the Admin implemented a Contract Name field to allow the user to enter identifying information on each Contract record.

How can the Admin ensure that the user is presented with the custom Contract Name field when the user initiates an Amendment?

- A. Create a custom Field Set on Contract and add the custom Contract Name fields to the field Set.
- **B. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Contract object.**
- C. Create a custom Page Layout and add the custom Contract Name field to the layout.
- D. Add the custom Contract Name field into the Active Contract Lookup Field Set on the Opportunity object.

#### Answer: B

Explanation:

Requirement Overview:

- \* Ensure that the Contract Name field is visible to users when initiating an Amendment.

Key Configuration:

- \* The Active Contract Lookup Field Set on the Contract object determines which fields appear when selecting a Contract for an Amendment.

Steps to Configure:

- \* Navigate to the Field Set named Active Contract Lookup on the Contract Object.
- \* Add the custom Contract Name field to the Field Set.

Validation:

- \* Test the Amendment process to confirm that the Contract Name field is visible.

### NEW QUESTION # 18

Given the Discount Schedule and pricing details of the Cloud Storage Product, what is the calculated Regular Unit Price for the Quote Line?

Quote line field values:

\* List price: \$100

\* Quantity: 5

Discount Schedule field values:

\* Type: Slab

\* Discount Unit: Percent

- A. \$480.00
- B. \$450.00
- C. \$500.00
- **D. \$470.00**

#### Answer: D

Explanation:

\* Scenario Breakdown:

\* List Price = \$100

\* Quantity = 5

\* Discount Schedule Type = Slab

\* Discount Unit = Percent

\* Slab Discount Mechanism:

- \* In a Slab Discount Schedule, the discount applies to the units within each tier individually, not cumulatively.

- \* If the quantity is within the first slab, no discount applies unless specified for that slab.
- \* Calculation:
  - \* Assuming the Discount Schedule for the first slab (1-5) has a 6% discount:
  - \* Regular Unit Price = List Price  $\times$  (1 - Discount Percent)
  - \* Regular Unit Price =  $\$100 \times (1 - 0.06) = \$94$  per unit.
  - \* For 5 units: Total Price =  $\$94 \times 5 = \$470$ .
- \* Validation: This approach aligns with Salesforce CPQ Discount Schedule functionality for Slab Type Discount.

## NEW QUESTION # 19

Which two objects could a Discount Schedule be applied to and take precedence over the Discount Schedule identified in a Product Feature?

Choose 2 answers

- A. Product
- B. Product Option
- C. Segmented Product
- D. Contracted Price

**Answer: B,D**

Explanation:

Hierarchy of Discount Schedule Application: Salesforce CPQ applies Discount Schedules based on object precedence.

\* Contracted Price: Overrides Discount Schedules at the Product or Feature level when specific pricing agreements are in place for an Account.

\* Product Option: A Discount Schedule on a Product Option takes precedence over one defined at the Product Feature level.

Key Configurations:

\* Contracted Price: Navigate to the Contracted Price record and add the Discount Schedule.

\* Product Option: Assign the Discount Schedule on the Product Option record.

Validation:

\* Test configurations to confirm the Discount Schedule is applied at the appropriate level and overrides the Feature-level Discount Schedule.

## NEW QUESTION # 20

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