

# 100% Pass 2026 Sales-Admn-202: Salesforce Certified CPQ Administrator–Reliable New Test Preparation



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

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

Topic 5	<ul style="list-style-type: none"> <li>• <b>Product Selection:</b> 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 6	<ul style="list-style-type: none"> <li>• <b>Orders, Contracts, Amendments, and Renewals:</b> 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 7	<ul style="list-style-type: none"> <li>• <b>Products:</b> 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>

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## **100% Pass Quiz 2026 Salesforce Sales-Admn-202: Salesforce Certified CPQ Administrator Marvelous New Test Preparation**

The Salesforce Certified CPQ Administrator (Sales-Admn-202) practice questions (desktop and web-based) are customizable, meaning users can set the questions and time according to their needs to improve their discipline and feel the real-based exam scenario to pass the Salesforce Sales-Admn-202 Certification. Customizable mock tests comprehensively and accurately represent the actual Sales-Admn-202 certification exam scenario.

### **Salesforce Certified CPQ Administrator Sample Questions (Q79-Q84):**

#### **NEW QUESTION # 79**

Universal Containers requires sales reps to choose a Square footage value on the Configuration Attribute on one of the bundles to hide Product Options that are incompatible for the selected square footage. When the sales reps re-configure the bundle on a Renewal Quote, the Square Footage value that was set on the Configuration Attribute of the original Quote is reset to its default value. Currently, the sales reps must select the square footage again on the Renewal Quote.

How should the Admin improve this process so the Configuration Attribute retains its value upon Renewal?

- A. Create a Twin Field of the Square Footage field on the Quote Line object.
- B. Set the Renewed Asset lookup field on the renewal Quote Lines to reference the original Assets.
- C. Set the Renewed Subscription lookup field on the renewal Quote Lines to reference the original Subscriptions.
- **D. Create a Twin Field of the Square Footage field on the Asset and Subscription objects.**

**Answer: D**

Explanation:

Requirement Overview:

\* Sales reps want the Square Footage value on a Configuration Attribute to persist when renewing a Quote.

Twin Field Mechanism:

\* Twin Fields ensure that data is retained and mapped between related objects.

\* Creating Twin Fields on the Asset and Subscription objects allows the Square Footage value to be carried forward during renewals.

Steps to Configure:

\* Create a custom field for Square Footage on the Asset and Subscription objects.

\* Ensure the API names of these fields match the Configuration Attribute API name.

\* Test the renewal process to confirm the value persists.

Validation:

\* The Square Footage value should automatically populate in the renewal Quote without manual entry by the sales rep.

#### **NEW QUESTION # 80**

Universal Containers has created a Discount Schedule with the override Behavior set to All Tiers and applied it to a Product. A

sales rep then adds this Product to a Quote, manually changes the discount percent of a discount Tier, and saves the Quote. At what point during the sales process can the sales rep be assured that the override amount will be unaffected by changes the Admin may make to the original Discount Schedule?

- A. Override values are subject to Discount Schedule updates made by the Admin.
- **B. The Save or Quick Save buttons are clicked.**
- C. The Quote status has changed to Approved.
- D. The Opportunity status has changed to Proposal/price Quote.

**Answer: B**

Explanation:

Requirement Overview:

\* Sales reps need to know when manual overrides on a Discount Schedule will remain unaffected by Admin updates.

Key Behavior:

\* When the Save or Quick Save button is clicked, the manual override is committed, and the Discount Schedule changes made by the Admin will not affect it.

Validation:

\* Test the behavior by manually overriding a discount, saving the Quote, and confirming that Admin updates to the Discount Schedule do not impact the saved Quote.

### NEW QUESTION # 81

Universal Containers has multiple sales teams that need to select from a subset of the product catalog on the Product Selection page. Which solution meets the business requirement without creating a separate Price Book?

- A. Create a bundle with a Configuration Attribute.
- B. Create a Hidden Filter in Product Selection based on Profile.
- C. Create a Filter Product Rule.
- **D. Create multiple bundles with validation Product Rules.**

**Answer: D**

Explanation:

Requirement Overview:

\* Each sales team needs access to a specific subset of products without requiring separate Price Books.

Solution:

\* Use multiple bundles with validation Product Rules to restrict access to specific products based on user criteria (e.g., Profile or custom field).

\* This avoids the need to create and manage separate Price Books for each team.

Steps to Configure:

\* Create a bundle for each subset of products.

\* Use Product Rules to validate and restrict access based on sales team criteria.

Validation:

\* Test the Product Selection page to ensure that each sales team can access only their specific subset of products.

### NEW QUESTION # 82

Universal Containers sells a container management bundle with Product Options representing different service levels. The admin has created a Configuration Attribute for the bundle to let users specify the service level while in the Quote Line Editor.

Which two actions should the admin take to limit the options in the bundle that are displayed to the user when a service level is selected?

Choose 2 answers

- **A. Create a Selection Price Rule that automatically shows and hides Product Options based on the service level.**
- B. Ensure Apply to Product Options is set to TRUE on the Configuration Attribute.
- **C. Ensure Apply Immediately is set to TRUE on the Configuration Attribute.**
- D. Create a Selection Product Rule that automatically shows and hides Product Options based on the service level

**Answer: A,C**

Explanation:

Requirement Overview:

\* Limit the Product Options displayed in a bundle based on the service level selected by the user via a Configuration Attribute.

Solution Details:

\* Selection Price Rule: Use a Selection Price Rule to dynamically show or hide Product Options based on the selected value of the Configuration Attribute.

\* Apply Immediately: Ensures that changes based on the service level selection occur in real-time during configuration.

Steps to Configure:

\* Create the Selection Price Rule:

\* Define the Price Rule with a Condition targeting the Configuration Attribute value.

\* Use a Price Action to show or hide Product Options.

\* Set Apply Immediately:

\* Navigate to the Configuration Attribute.

\* Set Apply Immediately to TRUE.

Validation:

\* Test the bundle configuration by changing the service level and verifying the Product Options displayed dynamically update.

### NEW QUESTION # 83

Universal Containers (UC) sells a Product in four geographical regions that comes in 10 colors and four sizes.

Instead of having a separate SKU for all combinations, UC needs the sales reps to specify location, color, and size during configuration.

What CPQ functionality can UC's Admin leverage to meet this requirement?

- A. Product Features.
- **B. Configuration Attributes.**
- C. Option constraints.
- D. Product Options.

**Answer: B**

### NEW QUESTION # 84

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