

# Valid Sales-Admn-202 Exam Forum - Sales-Admn-202 Exam Tips



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

Topic	Details
Topic 1	<ul style="list-style-type: none"><li>• <b>Bundle Configurations:</b> 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 2	<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 3	<ul style="list-style-type: none"><li>• <b>Quote Templates:</b> 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>• <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>

Topic 5	<ul style="list-style-type: none"> <li>• <b>CPQ Platform:</b> 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 6	<ul style="list-style-type: none"> <li>• <b>Pricing:</b> 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>

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### Salesforce Certified CPQ Administrator Sample Questions (Q40-Q45):

#### NEW QUESTION # 40

When using Advanced Approvals, a sales rep submits a Quote for Approval. On the Preview Approvals page, multiple Approval Chains display on screen from left-to-right.

How is the approval order determined?

- A. The Approval Chain with the lowest Approval Step is completed first.
- B. The Approval Chains are completed in the order displayed on screen.
- C. The Approval Chains start the same time and are completed independent of other chains.
- **D. The Approval Chain with the lowest Final Approval Step value is completed first.**

**Answer: D**

Explanation:

Scenario:

\* Multiple Approval Chains appear in Advanced Approvals, and the order of completion depends on the Final Approval Step value.

Behavior:

\* Advanced Approvals prioritizes chains based on their Final Approval Step value, processing the chain with the lowest value first.

Why Other Options Are Incorrect:

- \* A: Approval Chains are not completed independently but follow the step order.
- \* B: The display order on the screen does not determine completion order.
- \* C: Lowest Approval Step applies to individual steps, not the entire chain.

Salesforce CPQ Reference:

\* Approval Chains and step prioritization are detailed in Advanced Approvals Configuration .

#### NEW QUESTION # 41

The Admin at Universal Containers has received feedback about the amount of horizontal scrolling necessary to access Clone and Delete actions on Quote Lines in the Quote Line Editor.

What should the Admin do to resolve this issue?

- **A. Change the Actions Column Placement in package settings to Left.**
- B. Set a lower value in the Display Order field in the Custom Action record.
- C. Update the Custom Action Location to left.
- D. Move the Clone and Delete actions into the Quote Line Editor drawers.

**Answer: A**

Explanation:

Issue:

\* Sales reps experience excessive horizontal scrolling to access the Clone and Delete actions in the Quote Line Editor.

Solution:

\* Quote Line Editor Drawers provide a compact and user-friendly way to access actions without excessive scrolling.

Steps to Configure:

\* Navigate to Setup > Custom Actions.

\* Configure the Clone and Delete actions to appear in the Quote Line Editor drawers.

Validation:

\* Open the Quote Line Editor and confirm that the actions are accessible without horizontal scrolling.

#### **NEW QUESTION # 42**

Northern Trail Outfitters (NTO) has a growing list of Products. NTO has experienced challenges in keeping its bundled Products up-to-date and has asked the CPQ Specialist if there is a better way to manage its Product catalog.

Which option is the most appropriate for the CPQ Specialist to suggest first?

- **A. Use a Dynamic Feature for the bundle parent and create a Filter Product Rule.**
- B. Use Option Layout of Tabs for the bundle parent to expose Features on individual tabs within Product Configuration.
- C. Use the Preserve Bundle Structure checkbox in Package Settings to allow new products to be added to existing bundles.
- D. Use Nested Bundles to reduce the number of Product Options that need to be maintained when new products become available.

**Answer: A**

Explanation:

Dynamic Features:

\* A Dynamic Feature allows administrators to automatically update or populate Product Options for a bundle based on defined rules and conditions.

Filter Product Rules:

\* Applying a Filter Product Rule ensures that only relevant or newly available products appear as options for the bundle. This reduces manual maintenance while keeping the bundle dynamic.

Salesforce CPQ Reference:

\* Dynamic Features and Filter Product Rules are part of advanced bundling techniques documented under Product Configuration .

#### **NEW QUESTION # 43**

An admin has constructed a Price Rule that utilizes a Lookup Object and Lookup Queries. In a given scenario, two lookup records meet the Query criteria for a single Quote Line.

Which behavior can the admin expect in this scenario?

- A. The value from the second record sorted alphabetically by Name is applied to the Target Field.
- B. The value from the record that was created most recently is applied to the Target Field.
- **C. The Target Field maintains its original value and an error message appears in the Quote Line Editor.**
- D. The value from the first record sorted alphabetically by Name is applied to the Target Field.

**Answer: C**

Explanation:

Scenario:

\* A Price Rule utilizes a Lookup Object and Lookup Queries, and multiple records meet the criteria for a single Quote Line.

Behavior:

- \* When more than one lookup record meets the criteria, Salesforce CPQ does not apply any value to the Target Field. Instead:
  - \* The Target Field retains its original value.
  - \* An error message is displayed in the Quote Line Editor, notifying the user of the conflict.
- Why Other Options Are Incorrect:
- \* A & D: Salesforce CPQ does not resolve ties by sorting records alphabetically.
  - \* C: The system does not apply values based on record creation date.
- Salesforce CPQ Reference:
- \* Lookup Queries behavior and error-handling are outlined in CPQ Price Rules Configuration Guidelines .

#### NEW QUESTION # 44

In which scenario must an Admin choose the Custom value for the Condition Met field of a Price Rule?

- A. One or more Price Condition records have a lookup to a Summary Variable.
- **B. The Price Rule uses a combination of AND OR logic evaluating three or more Price Conditions.**
- C. The Price Rule uses a custom lookup object to store key-value pairs for price Conditions.
- D. One or more Price Condition records use a formula that references a non-CPQ object field.

**Answer: B**

Explanation:

Scenario Overview:

\* The Custom value for the Condition Met field allows for complex logical operations using a mix of AND/OR across multiple Price Conditions.

Use Case:

\* When a Price Rule has three or more conditions and requires specific combinations of AND and OR logic, the Custom option is required.

Implementation:

\* Navigate to the Price Rule.

\* Set Condition Met to Custom.

\* Specify the logic (e.g., (Condition 1 AND Condition 2) OR Condition 3).

Validation: This ensures Salesforce CPQ evaluates the Price Rule as intended, supporting mixed logical conditions.

#### NEW QUESTION # 45

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