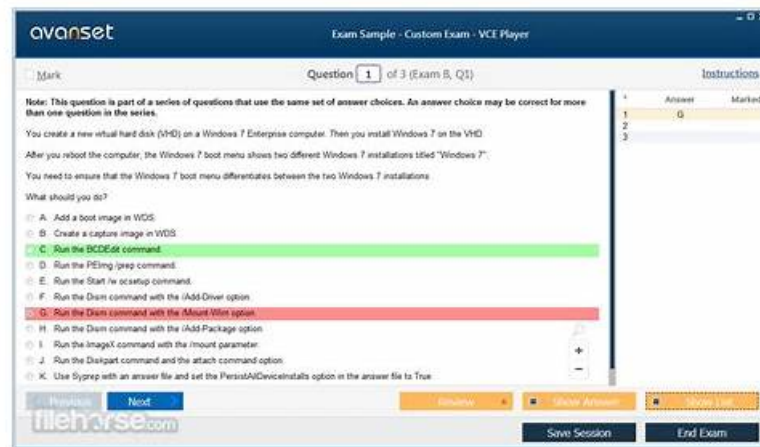


# Sales-Admn-202 Test Engine Version - Sales-Admn-202 VCE Exam Simulator



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

Topic	Details
Topic 1	<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>
Topic 2	<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 3	<ul style="list-style-type: none"> <li>Approvals: This section of the exam measures skills of Salesforce Consultants and covers selecting and setting up native or Advanced Approvals. It ensures that approval processes meet business needs and align with quoting workflows.</li> </ul>
Topic 4	<ul style="list-style-type: none"> <li>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.</li> </ul>
Topic 5	<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>

## 2026 Sales-Admn-202: High Pass-Rate Salesforce Certified CPQ Administrator Test Engine Version

Sometimes a small step is possible to be a big step in life. Sales-Admn-202 exam seems just a small exam, but to get the Sales-Admn-202 certification exam is to be reckoned in your career. Such an international certification is recognition of your IT skills. In addition, except Sales-Admn-202, many other certification exams are also useful. The latest information of these tests can be found in our ExamsLabs.

### Salesforce Certified CPQ Administrator Sample Questions (Q130-Q135):

#### NEW QUESTION # 130

Universal Containers wants to notify its users when approval is required to discourage users from discounting while in the Quote Line Editor.

Which type of Product Rule should be used to meet this requirement?

- A. Filter
- B. Validation
- C. Alert
- D. Selection

**Answer: C**

Explanation:

Requirement:

\* Notify users in the Quote Line Editor when approval is required to discourage excessive discounting.

Solution:

\* Use a Product Rule with Alert Action to display a notification or message in the Quote Line Editor when a user exceeds predefined discount thresholds.

Why Other Options Are Incorrect:

\* A: Validation Rules prevent actions but do not notify users.

\* B: Filter Rules are used for restricting product selection, not notifications.

\* D: Selection Rules govern product compatibility and are irrelevant here.

Salesforce CPQ Reference:

\* Alert actions in Product Rules are outlined in CPQ Product Rule Configuration

#### NEW QUESTION # 131

Universal Containers has two products:

\* C-STOR-L, which is a Large Storage Container.

\* C-LID-L, which is a Lid for a Large Storage Container.

These are Product Options within the same bundle. C-STOR-L is required before C-LID-L is selected in the bundle. The admin wants to create an Option Constraint.

Which field should C-LID-L be stored in to meet this requirement?

- A. Configured SKU
- B. Constrained Option
- C. Optional SKU
- D. Constraining Option

**Answer: B**

Explanation:

Requirement Overview:

\* The C-LID-L product (Lid) should only be selectable if the C-STOR-L product (Container) is included in the bundle.

Key Configuration:

\* The Constrained Option field identifies the dependent option in an Option Constraint.

\* In this case, C-LID-L is the constrained option.

Steps to Configure:

\* Navigate to the Option Constraint record.

\* Set C-LID-L as the Constrained Option.

\* Set C-STOR-L as the Constraining Option.

Validation:

\* Add the bundle to a Quote and verify that C-LID-L is only available when C-STOR-L is selected.

### NEW QUESTION # 132

The admin wants to ensure that within one bundle, either Product A or Product B can be added to the Quote.

During configuration, the user should be able to freely switch between these options. If a user selects both, the system should only add Product A to the Quote rather than Product B.

Which setup should the admin use to meet these requirements?

- A. A Product Alert Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a message will display, instructing the user to remove Product B.
- B. A Product Selection Rule with a higher Evaluation Order where the Product Action removes Product A when Product B is chosen, and a second Product Selection Rule with a lower Evaluation Order which removes Product B when Product A is chosen.
- C. A Product Selection Rule where two Error Conditions with Summary Variables test if Product A and B have both been selected. If so, a Product Action will remove Product B. Most Voted
- D. A Product Validation Rule where two Error Conditions with Summary Variables test if Product A and B are both selected. If so, a message will display, instructing the user to remove Product B.

**Answer: C**

Explanation:

\* Understanding the Requirement:

\* Within a bundle, Products A and B must be mutually exclusive, allowing the user to select either but not both.

\* If both products are selected, the system should automatically remove Product B and retain Product A.

\* Optimal Salesforce CPQ Solution:

\* Product Selection Rule:

\* This rule dynamically evaluates conditions and executes actions, such as adding or removing products.

\* It is suitable for automating the removal of conflicting products based on user selections.

\* Summary Variables:

\* Used to check if both products are selected during configuration.

\* Implementation Steps:

\* Step 1: Create a Product Rule:

\* Navigate to Product Rules in Salesforce CPQ.

\* Create a new rule with the following settings:

\* Type: Selection

\* Evaluation Event: Always

\* Scope: Product

\* Step 2: Define Error Conditions:

\* Add two Error Conditions to evaluate if both Product A and Product B are selected:

\* Error Condition 1: Check if Product A is selected using a Summary Variable.

\* Error Condition 2: Check if Product B is selected using a Summary Variable.

\* Step 3: Configure Product Action:

\* Add a Product Action to Remove Product B if both Error Conditions are true.

\* Ensure the rule prioritizes retaining Product A over Product B.

\* Rationale for Option A:

\* Option A is the most direct and efficient approach, leveraging Product Selection Rules to automatically enforce the requirement.

\* Options C and D use alert or validation rules, which display messages and rely on user intervention, failing the requirement of automatic resolution.

\* Option B introduces conflicting rules with differing evaluation orders, which can lead to complex and unpredictable behavior.

\* Validation and Testing:

\* Add the bundle to a Quote and configure it to select both Product A and Product B.

\* Verify that Product B is automatically removed, and Product A is retained.

References:

Salesforce CPQ documentation highlights the effectiveness of Product Selection Rules for handling dynamic product configurations and resolving conflicts.

### NEW QUESTION # 133

An admin has created a Small Business Bundle product with List Price = \$5.00 with these Product Options:



The screenshot shows the configuration for four product options in a Salesforce interface. A watermark 'salesforce.com' is visible across the middle. The options are as follows:

- Option 1:**  
Optional SKU = Small Storage Container  
Unit Price = \$2.00  
Quantity = 10  
Selected = True  
Bundled = False
- Option 2:**  
Optional SKU = Medium Storage Container  
Unit Price = \$4.00  
Quantity = 10  
Selected = False  
Bundled = False
- Option 3:**  
Optional SKU = Custom Box Label  
Unit Price = \$0.05  
Quantity = 100  
Selected = False  
Bundled = True
- Option 4:**  
Optional SKU = Shipping  
Unit Price = \$7.50  
Quantity = 1  
Selected = True  
Bundled = True

If a user adds this bundle and saves it without making changes to the configuration, what will the Package Total be on the Small Business Bundle parent product Quote Line?

- A. \$37.50
- B. \$5.00
- C. \$25.00
- D. \$17.50

**Answer: C**

Explanation:

Bundle Configuration:

- \* Small Storage Container (Option 1):  $\$2.00 \times 10 = \$20.00$
- \* Shipping (Option 4): \$7.50 (bundled).
- \* Other Options (Option 2 and Option 3):
- \* Medium Storage Container: Not selected.
- \* Custom Box Label: Not selected.

Calculation:

- \* Bundle Parent Product Price: \$5.00
- \* Total Price: \$5.00 (bundle) + \$20.00 (Option 1) + \$7.50 (Option 4) = \$25.00
- Why Other Answers Are Incorrect:
- \* A: Ignores bundled Option 4 price.
- \* C: Includes non-selected options in the total.
- \* D: Excludes all Option prices, which is inaccurate.

Salesforce CPQ Reference:

- \* Bundling logic and pricing are covered under Bundle Configuration Guidelines .

### NEW QUESTION # 134

Northern Trail Outfitters has two different user profiles that need to see different Quote Line fields in the Quote Line Editor. How should the admin configure CPQ so users automatically see the desired fields in the Quote Line Editor?

- A. Create two field sets on the Quote object representing each profile, and create a text formula field with the API name HeaderFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- B. Create two field sets on the Quote Line object representing each profile, and create a text formula field sets with the API named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.
- C. Create two field sets on the Quote Line object representing each profile, and create a text formula field sets with the API

named EditLinesFieldSetName on the Quote object that returns the appropriate field set name based on the user's profile.

- D. Create two field sets on the Quote object representing each profile, and create a text formula field name EditLinesFieldSetName on the Quote object that returns the appropriate field set the user's profile.

**Answer: B**

Explanation:

Requirement:

\* Different profiles need to see distinct sets of fields in the Quote Line Editor.

Solution:

\* Create two field sets on the Quote Line object, one for each profile.

\* Use a text formula field named EditLinesFieldSetName on the Quote object to dynamically return the appropriate field set name based on the user's profile.

Why Other Options Are Incorrect:

\* A & B: Field sets must be created on the Quote Line object, not the Quote object.

\* D: This duplicates C but introduces a typo or incorrect description in the explanation.

Salesforce CPQ Reference:

\* Field set configurations for the Quote Line Editor are detailed in CPQ Field Configuration Documentation .

## NEW QUESTION # 135

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