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What do you think of Salesforce Sales-Admn-202 Certification Exam? As one of the most popular Salesforce certification exams, Sales-Admn-202 test is also very important. When you are looking for reference materials in order to better prepare for the exam, you will find it is very hard to get the excellent exam dumps. What should we do? It doesn't matter. Prep4sureGuide is well aware of your aspirations and provide you with the best certification training dumps to satisfy your demands.

Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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.
Topic 3	• 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 4	• 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 5	• 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.
Topic 6	• 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q140-Q145):

NEW QUESTION # 140
Universal Containers has a number of Contracts that are due to expire next month. Sales wants to uplift the products of Product Family X by 3%, and the products of Product ramify Y by 10% upon renewal.
Which two action should the admin take to ensure CPQ applies the correct price uplift?
Choose 2 answers

- A. Fill in the Appropriate Renewal Uplift Rate on each Subscription record.
- B. Set the Renewal Pricing Method on the Account to Uplift.
- C. Fill in the appropriate Renewal Uplift Rate on each Quote Line record
- D. Set the Renewal Pricing method on the Contract to Uplift

Answer: A,B

Explanation:
Requirement:
* Apply different uplift rates to Product Families X and Y upon renewal.
Solution Steps:
* Option A: Set the Renewal Uplift Rate on each Subscription record for Product Families X and Y.
* Option C: Configure the Account's Renewal Pricing Method as "Uplift" to enable uplift calculations during renewal.
Why Other Options Are Incorrect:
* B and D: These options fail to apply the correct rates at the Subscription or Product Family level.
Salesforce CPQ Reference:
* Uplift rates and Renewal Pricing methods are outlined in CPQ Renewal Configuration Guidelines .

NEW QUESTION # 141
Universal Containters (UC) has a requirement to identify any quotes where a sales user has applied a discount to any options within a bundle.
The admin created a price rule c their IsDiscounted__c custom quote field to IRUE.
Conditions Met = All.
Which two approaches must the admin create to ensure the price rule meets business requirements? Choose 2 answers

- A. A Price Condition where the Tested Variable must cqual 0. The Summary Variable should have these values: Aggregate Function - Max Target Object - Quote Line Aggregate Field - SBQQ__Discount__c
- B. A Price Condition with: Object - Quote Line Field - SBQQ__ProductOption__¢c Operator - Not Equals Filter Type - Value Filter Value - (Null)
- C. A Price Condition with: Object = Quote Line Ficld = SBQQ__Discount__c Operator = Greater Than Filter Type = Value Filter Value = 0
- D. A Price Condition Tested Formula of SBQQ. RequiredBy 1.SBQQ. Bundled = TRUE

Answer: A,C

Explanation:
Requirement Overview:
* Identify any Quotes where a discount has been applied to options within a bundle.
Solution Details:
* B. Summary Variable:
* Use a Summary Variable to check if any Quote Line within the bundle has a Discount > 0.
* Configure the Max aggregation function to evaluate discounts.
* C. Price Condition:
* Add a condition to check if the Discount field (SBQQ__Discount__c) on a Quote Line is greater than 0.

Steps to Configure:
* Summary Variable:
* Navigate to Summary Variables and create one with:
* Target Object: Quote Line.
* Aggregate Function: Max.
* Aggregate Field: SBQQ__Discount__c.
* Price Condition:
* Add a condition to the Price Rule:
* Object: Quote Line.
* Field: SBQQ__Discount__c.
* Operator: Greater Than.
* Filter Value: 0.
Validation:
* Add bundle options with discounts to a Quote and verify that the rule identifies the discounted options.

NEW QUESTION # 142

Universal Containers (UC) licenses shipping software that is sold for a fixed price based on each quantity tier as seen in the table below. For example, buying eight licenses would cost a total of $1,800 rather than multiplying unit price by quantity. Further discounts on this product are unavailable.

Licenses	Price
1-5	$1,000
6-10	$1,800
11-20	$3,000
21-50	$5,000
50+	$8,000

Which three steps should the Admin take to set up this pricing? Choose 3 answers

- A. Create a Slab Discount Schedule for the Product for each quantity tier with a different discount for each tier.
- B. Create Block Pricing records on the Product for each quantity tier with a different discount for each tier.
- C. Set Pricing Method to Block on the Product record.
- D. Set Pricing Method to Fixed Price on the Product record.
- E. Set Non-Discountable to True on the Product record.

Answer: B,C,E

Explanation:
Requirement:
* Use fixed pricing for quantity tiers without additional discounts.
Solution Steps:
* B: Marking the product as Non-Discountable prevents additional discounts.
* D: Set the Pricing Method to Block to define fixed prices per quantity tier.
* E: Create Block Pricing records to define fixed prices for each quantity tier (e.g., 1-5 licenses = $1,000).
Why Other Options Are Incorrect:
* A: Fixed Price is not suitable for tiered pricing.
* C: Slab Discount Schedules are not used for block pricing.
Salesforce CPQ Reference:
* Tiered and Block Pricing setups are detailed in Pricing Configuration .

NEW QUESTION # 143

Universal Containers has a new eco-friendly business line, and wants to create a subset of products that include those tagged as eco-friendly, and those that are bundles. When quoting on Opportunities that are flagged as eco-friendly, the sales reps should see only those products when they click Add Products.
However, UC wants the flexibility to allow the sales reps to bypass the default subset and include all bundles, even if the Opportunity is flagged as eco-friendly.
Which strategy should UC apply?

- A. Set the Default field on the Add Products Custom Action to TRUE.

- B. Create a Search Filter with Filter Value set to Eco-Friendly and Hidden set to FALSE.
- C. Add the Eco-Friendly custom field to the Search Filters Fieldset on the Product object.
- D. Create a Filter Product Rule and Product Action with Type set to Optional Filter.

Answer: D

Explanation:

To manage a subset of eco-friendly products for opportunities flagged as eco-friendly while allowing flexibility to include all bundles, follow these steps:

Step 1: Create a Filter Product Rule

Filter Product Rules help define dynamic filtering of products displayed during the quoting process.

* Navigate to Product Rules

* Go to Salesforce Setup # Product Rules and click New.

* Set the Type to Filter and define a clear Name such as "Eco-Friendly Product Filter."

* Configure the Filter Logic

* Define the conditions to identify eco-friendly and bundle products.

* Use the Conditions related list to target the relevant product fields (e.g., a custom checkbox for eco-friendly products and a type field for bundles).

* Example condition:

* Field = Eco-Friendly Checkbox

* Operator = Equals

* Value = True

Step 2: Set up the Product Action

Product Actions define what the rule does when triggered.

* Add a Product Action

* In the Product Rule, go to the Product Actions related list and click New.

* Set the Type to Optional Filter. This allows the system to apply the filter by default but enables users to remove the filter and see all bundles.

* Link to Add Products Button

* Make sure this action links to the Add Products custom action.

Step 3: Ensure Opportunity Integration

The Opportunity flagged as eco-friendly must drive this behavior.

* Custom Field Dependency

* Ensure the Opportunity has a field (e.g., Eco-Friendly Checkbox) that can be referenced in the Filter Product Rule or through a related custom formula on the Quote.

* Dynamic Behavior

* When the Opportunity is flagged, the filter is applied dynamically, displaying only eco-friendly and bundle products in the Add Products dialog.

Step 4: Test and Validate

* Test the behavior by flagging different Opportunities as eco-friendly and verifying the Add Products functionality:

* Eco-Friendly flag # Default to eco-friendly products and bundles.

* No flag # All products, including non-eco-friendly bundles, are shown.

Additional Considerations:

* Search Filter IntegrationThe Search Filter can complement this approach by providing additional options for users to refine their selections further.

* User TrainingTrain sales reps on how to toggle the filter manually if needed.

This setup allows Universal Containers to meet its business objectives while maintaining flexibility for its sales team.

NEW QUESTION # 144

When selecting Product Option A inside a bundle, Universal Containers has a requirement that Product Option B's Quantity should be updated in real time. Apply Immediately has been set on Product Option A.

Which settings should be used on the Price Rule to meet these requirements?

- A. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Edit
- B. Evaluation Scope = CalculatorCalculator Evaluation Event = Edit
- C. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Save
- D. Evaluation Scope = CalculatorCalculator Evaluation Event = Save

Answer: B

NEW QUESTION # 145

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