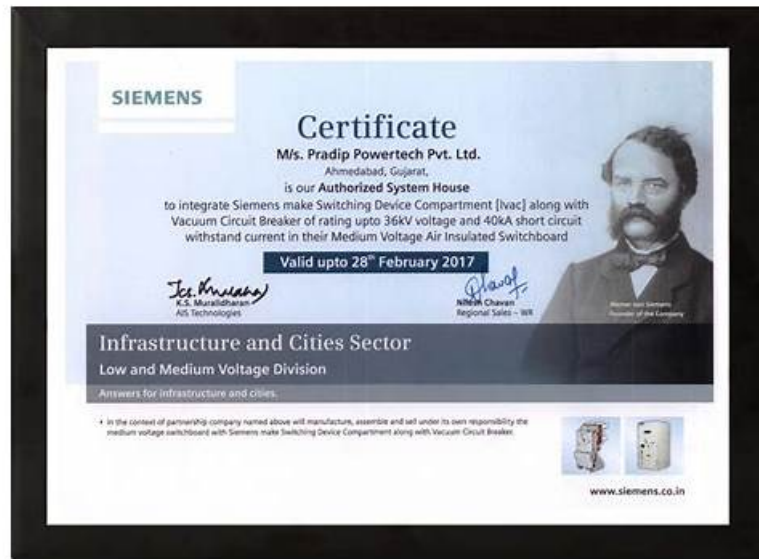# Sales-Admn-202 Valid Test Pdf | Certification Sales-Admn-202 Exam

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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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.
Topic 2	• 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 3	• 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.
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	• 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q75-Q80):

NEW QUESTION # 75
Universal Containers (UC) sells licenses set up as subscription Products. A UC sales rep has closed an Opportunity associated to a Quote with a Subscription Term of 36 months. The sales rep and a customer have agreed to a Quantity of 100 licenses for the term of the Contract.
The customer wants to decrease the license count to 80 licenses after the first year. After the second year, the Contract will be amended again to increase the license count to 120 licenses.
After the sales rep amends the Contract to incorporate these changes, what are the respective Quantities of:
*The original Subscription
*The first amended Subscription
*The second amended Subscription

- A. 120, -20, 40
- B. 100, 80, 120
- C. 100, -20, 40
- D. 80, 0, 40

Answer: B

Explanation:
Scenario Breakdown:
* The original subscription starts with 100 licenses.
* After the first year, the count decreases to 80 licenses.
* After the second year, the count increases to 120 licenses.
Quantity Adjustments:
* Original Subscription: The initial agreement is for 100 licenses over 36 months.
* First Amendment: Reduces the quantity to 80 licenses for the remaining term after the first year.
* Second Amendment: Increases the quantity to 120 licenses after the second year.
Validation:
* Salesforce CPQ keeps track of subscription adjustments through the Contract object.
* Amendments reflect updated quantities while preserving the history of original and amended subscriptions.

NEW QUESTION # 76
The Require Approved Quote package-level setting prevents CPQ from generating records for which object?

- A. Contracted Price
- B. Order
- C. Quote Document
- D. Contract

Answer: B

Explanation:
Requirement Overview:
* The Require Approved Quote setting prevents certain records from being created without an approved Quote.
Solution Details:
* When this setting is enabled, Salesforce CPQ blocks the creation of Order records unless the associated Quote has been approved.
Validation:

* Test by attempting to create an Order from an unapproved Quote and confirming that the system blocks the action.

NEW QUESTION # 77

An Admin is creating a Product Rule with an Advanced Condition.

How should the Admin reference a specific Error Condition record in the text of the Advanced Condition field?

- A. Salesforce ID of the Error Condition record.
- B. API name of the field in the Tested field.
- C. Value of the Condition # field.
- D. Value of the Index field.

Answer: D

Explanation:
Requirement Overview:
* Reference specific Error Condition records in the Advanced Condition field of a Product Rule.
Solution:
* Use the Index field value from the Error Condition record in the Advanced Condition formula.
Example:
* If the Index field value is 1 for a specific Error Condition, reference it as 1 in the Advanced Condition (e.g., 1 AND 2).

NEW QUESTION # 78

Universal Containers (UC) sells a Product that is only sold as part of a bundle. UC wants to remove this item from the Product search screen.

How can the admin configure the Product to meet this requirement?

- A. Select the Component checkbox on the Product.
- B. Select the Hidden checkbox on the Product.
- C. Set the Asset Conversion field to One per unit.
- D. Set the Configuration Type field to Allowed.

Answer: A

Explanation:
Requirement Overview:
* Universal Containers sells a Product exclusively as part of a bundle and does not want it to appear in the Product Selection screen.
Solution:
* The Component checkbox ensures the Product is only available as part of a bundle and is hidden from the general Product Selection screen.
Steps to Configure:
* Navigate to the Product Record for the item.
* Select the Component checkbox.
* Save the changes.
Validation:
* Confirm that the Product is not visible on the Product Selection screen but is available within its assigned bundles.

NEW QUESTION # 79

A Quote has one Quote Line for a subscription product with an End Date that differs from the Quote's End Date.

Which date will CPQ use to calculate the prorate multiplier?

- A. The Quote date
- B. The latest date
- C. The earliest date
- D. The Quote Line date

Answer: D

Explanation:

Requirement:
* Calculate the prorate multiplier when a subscription product's End Date differs from the Quote's End Date.
Solution:
* CPQ uses the Quote Line date (specific to the subscription product) to calculate the prorate multiplier.
This ensures alignment with the subscription term.
Why Other Options Are Incorrect:
* A & D: Earliest or latest dates do not determine prorate multipliers.
* B: The Quote date applies to the Quote as a whole, not individual subscription products.
Salesforce CPQ Reference:
* Prorate multiplier calculations are outlined in Subscription Management Guidelines .
The order of precedence for evaluating subscription dates is as follows (1) Quote Line, (2) Quote Line Group, and (3) Quote
https://help.salesforce.com/s/articleView?id=000383503&type=1

NEW QUESTION # 80

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