Salesforce Sales-Admn-202 Vce Torrent & Test Sales-Admn-202 King

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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	• 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 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	• 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 6	• 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 7	• 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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Test Sales-Admn-202 King - New Sales-Admn-202 Test Camp

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Salesforce Certified CPQ Administrator Sample Questions (Q86-Q91):

NEW QUESTION # 86
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 = CalculatorCalculator Evaluation Event = Edit
- B. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Save
- C. Evaluation Scope = ConfiguratorConfigurator Evaluation Event = Edit
- D. Evaluation Scope = CalculatorCalculator Evaluation Event = Save

Answer: A

NEW QUESTION # 87
When using Lookup Rules In Salesforce CPQ, which three factors will impact the number of query rows returned?
Choose 3 answers

- A. The total number of records on the lookup object.
- B. The total number of lookup queries.
- C. The total number of fields on the lookup object.
- D. The total number of lookup objects.
- E. The total number of quote lines on the quote.

Answer: B,C,E

Explanation:
Requirement Overview:
* Understand what impacts the number of query rows returned when using Lookup Rules in Salesforce CPQ.
Factors:
* C. Total Number of Quote Lines: Each Quote Line triggers a lookup, increasing the number of query rows.
* D. Total Number of Fields on the Lookup Object: More fields on the object result in larger query rows.
* E. Total Number of Lookup Queries: Multiple lookup queries executed during the Quote Line processing impact the total rows returned.
Steps to Validate:

* Analyze the Lookup Rule configuration and test its behavior with varying Quote Line counts, field sizes, and query numbers.

NEW QUESTION # 88

Universal Containers has a Standard Warranty product that is priced as a Percent of Total subscription product. It is priced as 25% of the Net Price of all Shipping Container products added to the Quote.

When generating a partial Order via the Create Order button, the Admin notices the Standard Warranty was absent from the Order Product selection page.

What should the Admin do to allow the Standard Warranty product to create an Order Product?

- A. Ensure that the Standard Warranty Quote Line's Start Date and End Date match the Order's Start Date and End Date.
- B. Create one Standard Warranty Quote Line for every Shipping Container Quote Line on the Quote.
- C. Select any Shipping Container product on the Order Product selection page to automatically generate a Standard Warranty Order Product on the Order.
- D. Set the Product Family picklist on the Standard Warranty product's Product record to Services.

Answer: C

Explanation:
Requirement Overview:
* Ensure the Standard Warranty (a Percent of Total product) generates an Order Product when a partial Order is created.
Solution:
* When generating a partial Order, selecting a Shipping Container product triggers the automatic creation of a Standard Warranty Order Product, as the warranty is based on the container's Net Price.
Steps to Test:
* Add a Shipping Container Quote Line and the Standard Warranty Quote Line to a Quote.
* Create a partial Order, selecting the Shipping Container.
* Verify that the Standard Warranty Order Product is generated.

NEW QUESTION # 89

Universal Containers has three different range discount schedules. All three have a reference to Product A through the objects shown below. Product A is an option in a bundle and has a list price of $100.

Discount Schedule Name	Tiers				Object Reference
	Name	Lower	Upper	Amt	
Bronze Hardware Maintenance Discount	1-10	1	11	5%	Product Option
	11-20	11	20	10%	
	21+	21	-	20%	
	Name	Lower	Upper	Amt	
Silver Hardware Maintenance Discount	1-10		11	8%	Product
	11-20	11	21	12%	
	21+	21	-	15%	
	Name	Lower	Upper	Amt	
Gold Hardware Maintenance Discount	1-10	1	11	10%	Contracted Price
	11-20	11	21	15%	
	21+	21	-	25%	

Given this scenario, what should the Net Total Price of Product A be if the user enters a Quantity of 15 on a quote where contracted pricing is applicable?

- A. $1,125.00
- B. $1,320.00
- C. $1,350.00
- D. $1,275.00

Answer: D

Explanation:
Scenario Breakdown:
* Product A has a base list price of $100.
* A quantity of 15 is entered on the quote.
* Gold Hardware Maintenance Discount applies because contracted pricing is enabled.
* Discount for the quantity range (11-20) is 15% (as shown in the table).
Net Price Calculation:
* List Price = $100
* Discount = 15%
* Quantity = 15
* Net Total Price = $100 × 15 × (1 - 0.15) = $1,275.
Justification for Selected Discount:According to Salesforce CPQ guidelines, when contracted pricing applies, it takes precedence over other Discount Schedules. The Gold Discount Schedule is therefore applied.
Testing and Validation:Test the configuration using a sample quote to ensure the correct schedule is applied and the net total price matches the expected value.

NEW QUESTION # 90
An admin has a requirement within a specific bundle to ensure that Product 8 is automatically selected when the user selects Product A. The admin correctly configured a Product Rule to meet this requirement, however Product B remains unselected when Product A is checked.
What does the admin need to adjust so the Product Rule fires as expected?

- A. Set Apply Immediately to True on Product Option record for Product A.
- B. Set Apply Immediately to True on Product Option record for Product B.
- C. Set System field to True on Product Option record for Product A.
- D. Set System field to True on Product Option record for Product B.

Answer: A

Explanation:
Requirement Overview:
* When Product A is selected, Product B should be automatically selected within the bundle.
* The admin created a Product Rule, but it fails to trigger immediately.
Key Mechanism:
* The Apply Immediately checkbox ensures that the Product Rule executes as soon as the parent Product (Product A) is selected. Without this, the rule may not fire until additional actions (e.g., clicking Calculate) occur.
Steps to Resolve:
* Navigate to the Product Option record for Product A.
* Set the Apply Immediately field to True.
* Save and test the configuration by adding the bundle to a Quote.
Justification:
* "Apply Immediately" is required for Product Rules to trigger instant actions, ensuring dependencies like auto-selection are respected without delay.

NEW QUESTION # 91
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