

Three Easy-to-Use and Compatible Formats of Salesforce Sales-Admn-202 Practice Test



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Salesforce Sales-Admn-202 Exam Syllabus Topics:

Topic	Details
Topic 1	• 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 2	• 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 3	• 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 4	• 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 5	• 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 (Q124-Q129):

NEW QUESTION # 124

Northern Trail Outfitters (NTO) wants to reflect future renewals in its forecast pipeline as soon as the current Contract is created. Some customers will require changes to existing Contracts during the Contract Term. NTO wants the Opportunity pipeline to reflect this as soon as these changes are applied.

What should the Admin configure to meet the requirement?

- A. Automate renewal forecasting with a Lightning Quick Action on the Opportunity.
- B. Automate setting the Renewal Forecast checkbox on the current Contract upon creation.
- C. Automate setting the Renewal Forecast checkbox and Renewal Quoted checkbox on the current Contract upon creation.
- **D. Automate setting the Renewal Quoted checkbox on the current Contract upon creation.**

Answer: D

Explanation:

Requirement Overview:

* Northern Trail Outfitters wants future renewals to be reflected in the Opportunity pipeline as soon as a Contract is created.

Solution Details:

* The Renewal Quoted checkbox ensures that the renewal Opportunity is created and linked to the pipeline when the Contract is generated.

Steps to Automate:

* Use a Process Builder or Flow to automatically set the Renewal Quoted checkbox on the Contract upon creation.

Validation:

* Test the process by creating a new Contract and verifying that the renewal Opportunity is added to the pipeline.

NEW QUESTION # 125

Universal Containers Is rolling out a new version of its Premier Support offering named Premier Pro. The sales operations team wants to ensure that when a sales rep renews an existing Contract with Premier Support, It Is replaced with Premier Pro.

What does the admin need to do to support this business requirement?

- A. Create a Price Rule to replace Premier Support Quote Lines with Premier Pro.
- B. Create a Report of all Renewal Quotes with Premier Support Product and replace Quote Lines with Premier Pro.
- C. Set the Upgrade Target field on the Premier Support Product record to Premier Pro.
- **D. Set the Renewal Product field on the Premier Support Product record to Premier Pro.**

Answer: D

Explanation:

Requirement Overview:

* When renewing Contracts with Premier Support, it must automatically be replaced with Premier Pro.

Solution:

* The Renewal Product field on the Product record allows admins to specify a replacement Product for renewals.

Steps to Configure:

- * Navigate to the Premier Support Product record.
- * Populate the Renewal Product field with Premier Pro.
- * Save and test the renewal process to confirm Premier Pro replaces Premier Support on the Quote.

Validation:

- * Ensure all renewal Quotes replace Premier Support with Premier Pro automatically.

NEW QUESTION # 126

Product A is a Product Option in a bundle and has a Price Book price of \$100. When Product A is selected and its quantity is greater than 10, its price falls to \$50.

The Admin decides to use a Price Rule targeting the Configurator to implement this price change.

Which minimum set of Price Conditions and Price Actions should the Admin create for this Price Rule?

- A. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected.
One Price Action to inject the value 10 into the Quantity field. One Price Action to inject the value 50 into the Unit Price field.
- B. One Price Condition using a Summary Variable counting Product A to verify that Product A is selected. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10. One Price Action to inject the value 50 into the Unit Price field.
- C. One Price Condition verifying that the SBQQ__ProductName__c field on the Product Option object is equal to "Product A". One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10. One Price Action to inject the value 50 into Unit Price field.
- D. One Price Condition using a Summary Variable summing up the quantity of Product A to verify that this Summary Variable is greater than 10. One Price Action to inject the value 10 into the Quantity field.
One Price Action to inject the value 50 into the Unit Price field.

Answer: C

Explanation:

* Requirement:

* Implement a price change for Product A when its quantity exceeds 10.

* Solution:

* Price Conditions:

* Verify that the product is Product A.

* Check that the quantity of Product A exceeds 10 using a Summary Variable.

* Price Action:

* Inject the value \$50 into the Unit Price field for Product A.

* Why Other Options Are Incorrect:

* B, C, D: These options involve unnecessary actions, such as injecting values into the Quantity field, which is unrelated to the requirement.

* Salesforce CPQ Reference:

* Configuring Price Rules with Conditions and Actions for specific scenarios .

NEW QUESTION # 127

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

Answer: B

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 # 128

Universal Containers sells Tiny Boxes for \$0,005 each. Tiny Boxes are Non Discountable.

How should the admin set the decimal precision for the unit price?

- A. Use a Price Rule that sets the Net Unit Price to \$0,005 when the product is added to a Quote.
- B. Set the Unit Price Scale field to 3 on the tiny boxes Product record.
- **C. Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.**
- D. Edit the Unit Price field on the Quote Line object and set the precision to 3.

Answer: C

Explanation:

Requirement:

* Ensure the price of Tiny Boxes (\$0.005) is handled with proper decimal precision.

Solution:

* Adjust the Unit Price Scale to 3 in the Pricing and Calculation Package Settings, enabling Salesforce CPQ to handle prices up to three decimal places.

Why Other Options Are Incorrect:

* A: Field-level precision on Quote Line does not control pricing precision.

* C: The Product record's Unit Price Scale cannot override global settings.

* D: Price Rules are unnecessary for simple decimal precision adjustments.

Salesforce CPQ Reference:

* Decimal precision configuration is described in CPQ Pricing Settings .

NEW QUESTION # 129

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