

Updated Sales-Admn-202 Testkings - 100% Marvelous Questions Pool



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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	• 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	• 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 4	• 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 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.
Topic 6	• 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 7	• 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.

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Salesforce Certified CPQ Administrator Sample Questions (Q72-Q77):

NEW QUESTION # 72

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. Edit the Unit Price field on the Quote Line object and set the precision to 3.
- **D. Set the Unit Price Scale to 3 in the Pricing and Calculation Package Settings.**

Answer: D

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 # 73

Universal Containers restricts users from selling more than 10 different products within a specific Product feature at once. What should the admin set up to satisfy this requirement?

- A. The Min Quantity and Max Quantity fields on each Option should be set to zero and 10, respectively.
- B. An Error Condition in a Product Rule should be set up to validate that all product Option's Quantity field is less than or equal to 10.
- C. The summary Variable with Filter Fields should be used in an Error Condition of a Product Alert Rule.
- **D. A value of 10 should be added to the Max Options field on the feature record.**

Answer: D

Explanation:

Requirement Overview:

* Limit users from selecting more than 10 product options within a specific Product Feature.

Key Mechanism:

* The Max Options field on the Feature record limits the maximum number of product options that can be selected for that feature.

Steps to Configure:

* Navigate to the Feature Record associated with the Product Bundle.

* Set the Max Options field to 10.

* Save and test by adding the Product Bundle to a Quote.

Validation:

* When a user attempts to select more than 10 product options within the feature, Salesforce CPQ will prevent further selections and display an appropriate message.

NEW QUESTION # 74

Universal Containers has come to an agreement for future pricing with a specific customer. The agreement is for special volume-based, tiered pricing for Product A on all future quotes.

How can this agreement be configured to set the Regular Price for this customer?

- A. Create a Discount Schedule and add it to the Discount Schedule field on Product A.
- B. Create a Discount Schedule and add Product A to the Product lookup on the Discount Schedule.
- **C. Create a Discount Schedule and add it to a Contracted Price record for Product A from the customer's Account.**
- D. Create a Discount Schedule and add the customer to the Contracted Prices related list on the Discount Schedule.

Answer: C

Explanation:

Requirement Overview:

* Configure tiered pricing for Product A specific to a customer for all future Quotes.

Solution Details:

* Use a Discount Schedule with tiered pricing.

* Assign the Discount Schedule to a Contracted Price record tied to the customer's Account.

Steps to Configure:

* Create the Discount Schedule with the desired tiers.

* Navigate to the customer's Account.

* Create a Contracted Price record:

* Reference Product A.

* Assign the Discount Schedule.

Validation:

* Generate a Quote for the customer and confirm the tiered pricing is applied correctly.

NEW QUESTION # 75

The admin at Universal Containers wants to add some Maintenance and some Support products to the parent bundle. Maintenance

and Support products should display in separate sections during configuration, with the Support products displaying above the Maintenance products. How should the admin set up the bundle to meet both requirements?

- **A. Create two Product Features: Maintenance and Support. The Support Feature should have a lower value in the Number field.**
- B. Create two Product Options: Maintenance and Support. The Maintenance Option will always display first, due to alphabetical ordering.
- C. Create two Product Options: Maintenance and Support. The Support Option should have a lower value in the Number field.
- D. Create two Product Features: Maintenance and Support. The Maintenance Feature will always display first, due to alphabetical ordering.

Answer: A

Explanation:

To display Maintenance and Support products in separate sections, the admin must create Product Features, as features define sections in the CPQ configurator. To control the order (Support above Maintenance), the

"Number" field on the Product Feature determines the sequence, with lower values appearing first. Option B correctly specifies two features (Maintenance and Support) and assigns a lower Number to the Support Feature, ensuring it displays above Maintenance. Option A relies on alphabetical ordering, which doesn't guarantee Support above Maintenance (e.g., "M" precedes "S"). Options C and D use Product Options, which don't create sections-only features do-and thus fail the separate-sections requirement. Salesforce CPQ documentation confirms feature ordering via the Number field.

References: Salesforce CPQ Documentation - "Product Features" and "Configuring Bundles".

NEW QUESTION # 76

The sales operations team at Universal Containers used the Create Order button to generate an Order with only half of the available Quote Lines and then the team selects the Ordered checkbox.

What updates should the sales operations team expect?

- A. An error is thrown informing the user an order already exists.
- B. The existing Order is updated with the remaining Quote Lines.
- C. An Order without Order Products is created.
- **D. A second Order is generated with the remaining Quote Lines.**

Answer: D

Explanation:

Scenario:

* The Create Order button generates an Order with half the Quote Lines, and the Ordered checkbox is selected.

Outcome:

* When the Ordered checkbox is checked, remaining Quote Lines are eligible for a new Order. A second Order will be generated for the remaining lines.

Why Other Options Are Incorrect:

- * A: An Order without Order Products is invalid in this scenario.
- * C: No error is thrown because multiple Orders are allowed from the Quote.
- * D: Existing Orders are not updated with new Quote Lines.

Salesforce CPQ Reference:

* The behavior of the Create Order button is detailed in CPQ Order Management documentation .

NEW QUESTION # 77

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