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QUESTIONS & ANSWERS  
**DEMO VERSION**  
*(LIMITED CONTENT)*

# Question 1

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Question Type: MultipleChoice

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Universal Containers (UC) sells to partners in multiple regions. Each region has a unique price multiplier that should be applied to the pricebook price of the product.

A custom object has been created to maintain the regional multipliers for each region. Any discounts should be applied after the regional multiplier has been applied. An admin needs to create a Lookup Price Rule.

Which field should the admin configure the price action to update?

## Options:

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- A- The special price
- B- The partner price
- C- The customer price
- D- The list price

## Answer:

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C

## Explanation:

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Scenario:

Apply a regional multiplier to the pricebook price and subsequently apply discounts.

Solution:

The Customer Price field stores the post-regional multiplier price, enabling further discounting.

Why Other Options Are Incorrect:

- A: Special Price is used for manual overrides, not automated calculations.
- B: Partner Price is unrelated to the customer's pricing structure.
- D: List Price remains constant and does not reflect discounts or multipliers.

Salesforce CPQ Reference:

Price Rules and field updates are detailed in CPQ Pricing Logic Guidelines .

## Question 2

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Question Type: MultipleChoice

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A user created a Quote containing two Products. The Subscription Pricing field on Product A is blank. Product B has Subscription Pricing set to Percent of Total and both Products share the same Percent of Total Category. When the Contract is renewed, both Products are shown in the renewal Quote, but Product A has a Net Total of zero.

Why does Product A have a Net Total of zero?

### Options:

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- A- Renewal Model was set to Asset Based at the Account Level.
- B- Product A is an Asset that the customer already owns.
- C- Include Net-New Products in Maintenance must flagged in CPQ Package settings.
- D- The Asset Conversion behavior on the Product must be set to Allow Renewals.

### Answer:

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A

### Explanation:

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Scenario:

Product A has no Subscription Pricing, while Product B uses Percent of Total with a shared category.

During renewal, Product A has a Net Total of zero.

Reason:

When the Renewal Model is set to Asset-Based, only assets tied to the Contract are included in the renewal.

Since Product A has no Subscription Pricing, it is not treated as a subscription and thus has a Net Total of zero.

Why Other Options Are Incorrect:

B: Product A is not pre-owned in this scenario.

C: The Include Net-New Products in Maintenance setting applies to maintenance scenarios, not standard renewals.

D: Asset Conversion determines asset behavior, not renewal totals.

## Question 3

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Question Type: MultipleChoice

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When using Lookup Rules In Salesforce CPQ, which three factors will impact the number of query rows returned?

Choose 3 answers

### Options:

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

### Answer:

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C, D, E

### Explanation:

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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.

## Question 4

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Question Type: MultipleChoice

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Given a customer's tiered pricing model, an admin wants to allow users to define Discount Tiers and use those values as the Regular Price instead of an Amount deducted from the List Price.

How should the admin configure the Discount Schedule to meet this requirement?

### Options:

- A- Set the Discount Unit to Amount, choose All from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- B- Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the Use Price for Amount checkbox.
- C- Set the Discount Unit to Amount, create a custom Override\_Amount, \_c field on the Edit Tiers page, select the User Defined checkbox, and then choose All from the Override Behavior picklist.
- D- Set the Discount Unit to Percent, set the Aggregation Scope to Quote, choose Current Tier from the Override Behavior picklist, and then select the User Defined checkbox.

### Answer:

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A

### Explanation:

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Requirement Overview:

Users need to define Discount Tiers where the values are treated as the Regular Price instead of amounts deducted from the List Price.

Solution:

Configure the Discount Schedule to:

Set the Discount Unit to Amount.

Choose All from the Override Behavior picklist.

Select the Use Price for Amount checkbox to treat the tier values as Regular Prices.

Steps to Configure:

Navigate to the Discount Schedule Record.

Set the Discount Unit to Amount.

Select All from the Override Behavior picklist.

Check the Use Price for Amount box.

Validation:

Test the Discount Schedule to ensure the defined tier values are treated as Regular Prices.

## Question 5

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Question Type: MultipleChoice

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Universal Containers has a product that can either be sold in increments of one year or can be purchased by customers and priced per month until the customer cancels their subscription.

Which two actions should the admin take to set this product up so it can be renewed or last perpetually?

Choose 2 answers

### Options:

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- A- Expose the Subscription Type field in the Quote Line Editor, allowing sales reps to choose between Renewable and Evergreen.
- B- Set the product up to use the Renewable value in the Subscription Type field.
- C- Set the product up to use the Renewable/Evergreen value in the Subscription Type field.
- D- Expose the Default Subscription Term field in the Quote Line Editor, allowing the sales reps to choose between selling monthly or annually.

### Answer:

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C, D

### Explanation:

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Requirement Overview:

A product needs to support both renewable subscriptions (annual) and evergreen subscriptions (monthly, lasting perpetually).

Solution:

C . Renewable/Evergreen: Set the Subscription Type field to Renewable/Evergreen to support both behaviors.

D . Default Subscription Term: Allow sales reps to define whether the subscription is sold monthly or annually by exposing the Default Subscription Term field in the Quote Line Editor.

Steps to Configure:

Navigate to the Product Record.

Set the Subscription Type to Renewable/Evergreen.

Add the Default Subscription Term field to the Quote Line Editor Field Set.

Validation:

Confirm that sales reps can toggle between selling the product monthly or annually.

## Question 6

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Question Type: MultipleChoice

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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?

### Options:

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

### Answer:

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B

### Explanation:

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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.

## Question 7

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Question Type: MultipleChoice

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Universal Containers only sells lid Products as part of a container Product. The admin wants to hide all lid Products from Product Selection.

How should the admin set up lid Products?

Options:

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- A- Check the Component checkbox.
- B- Set the Product Family value to Accessory.
- C- Check the Hidden checkbox.
- D- Include lid Products in the description of container Products.

Answer:

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C

Explanation:

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Requirement Overview:

Universal Containers wants to hide lid Products from the Product Selection screen since they are only sold as part of a container Product.

#### Solution:

By selecting the Hidden checkbox on the lid Product record, the Product is removed from the Product Selection page while remaining available within bundles.

#### Steps to Configure:

Navigate to the Product Record for each lid Product.

Select the Hidden checkbox.

Save the changes.

#### Validation:

Verify that the lid Products no longer appear on the Product Selection screen but remain accessible as part of their parent container bundles.

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